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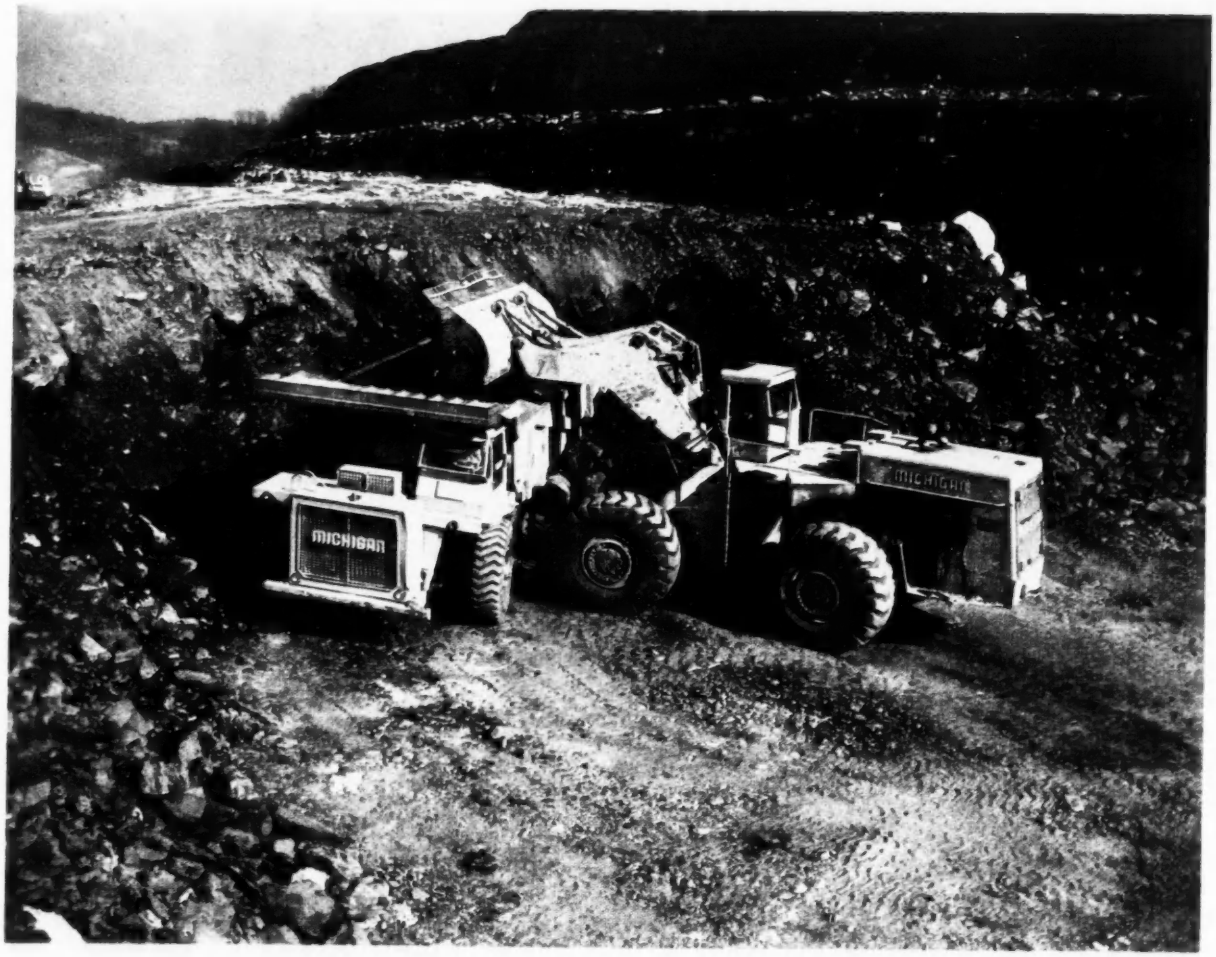

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Front cover photograph

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The two machines featured in the picture are the Michigan 475 rubber-tyred tractor shovel and the Michigan 165 dump truck. Both machines were introduced to the United Kingdom during 1968 and the 165 is in production at Camberley. The machines have been designed to work as a team.

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FOCUS ON EFTA — 2

Portugal: an economy offering fresh opportunities for export

By S. J. Aspden, MBE, First Secretary (Commercial), British Embassy at Lisbon

Lord Brown, Minister of State, Board of Trade, introduced this series in the January 31 issue. The first article in the series was 'Finland as a market'.

PORTUGAL. A NEW ERA? A revitalized economy? Expansion, dynamism, growth?

Dr. Marcello Caetano was appointed on September 27 last as Prime Minister after 40 years, during which the austere methods of Dr. Salazar and his overriding concern for economic and price control meant a slow rate of economic growth and a low standard of living. This admittedly produced a stable economy, and today the Escudo rides high. But circumstances change and methods change and no one country can any longer remain isolated from the swirls and eddies of the main stream. At this juncture in her history Portugal has a new leader with personal experience of other European capitals, with considerable knowledge and appreciation of economic problems and business and industry, and who doubtless recognizes what the Portuguese economy needs and what has to be done.

Portugal's gross national product

During the 20-year period from 1938 to 1958, Portugal's Gross National Product expanded at a growth rate of some 3 per cent per annum. Even the period 1950/1958 produced no more than a rate of 3.4 per cent per annum with an average rate for other European countries of 5 per cent. In the course of the Second Development Plan the growth rate of the Gross National Product was 6.1 per cent. Since mid-1966 there has been a very evident slowdown, and the possibility of a resumption of growth on the previous scale is only now beginning to be recognized.

It would be wrong to suggest that the new Prime Minister inherited a stagnant economy, but it would be equally wrong to deny that the situation had a flavour of stagnation about it. By and large, industry has had more than a reasonable share of problems and frustration. A most pressing problem remains, that of reshaping the whole system of finance and credit. Sound businesses still meet with the threat of disaster where their long-term commitments have to be financed with short-term loans. Money lies securely enough in the banks, but emerges reluctantly, often in penny packets.

Psychologically, also, Portugal suffers a handicap from her geographical position, so advantageous in many ways but which, situated as she is in the south-west corner of Europe with only a land frontier to Spain, is perhaps over-conducive to a complacency which tends to persuade her that changes are not so essential as they really are. However, great changes in outlook have been wrought in recent years as Portugal has assumed wider international obligations and has become a member of the European Free Trade Area. The value to her of this latter involvement is evident from the increase, since 1960, in Portugal's exports to other EFTA countries by somewhere around 400 per cent, a performance for outstripping that of other member states. And it is this relatively new experience this experience with markets other than her own traditional markets of Africa which has injected into the Portugese economy a fresh source of stimulus and which may be confidently looked upon as continuing in the years ahead.

A section of Lisbon Port

What does this all add up to so far as British industry and the British exporter are concerned? Not surprisingly, quite a lot. To begin with, the purpose of this article is not to recite a catalogue of statistics of past and present markets in Portugal, but to provide some material upon which judgment may be based as to whether Portugal is worth taking a serious look at, or not. Without doubt, the answer is, Yes. Portuguese imports from the United Kingdom have risen from some £24 million in 1960 to double that amount in 1967 and British exports to Portugal for

(*Continued on next page*)

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page bok entiled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext.* 2479/2480).

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PORTUGAL, *continued*

the first 10 months of 1968 reached the 1967 total. The United Kingdom supplies Portugal not only with consumer goods but also with capital equipment (particularly for the iron and steel industry and the railways) and with technical know-how. In this category of expertise there is considerable potential which could prove to be particularly rewarding – yet it is a potential frequently ignored or even unrecognized.

A sound, hard-working labour force

Portugal has considerable skills at her command and her labour force is sound and hard working. She can do many jobs well and to a high standard, but clearly cannot compete as effectively with only her own technological knowledge as she could with additional assistance from that of industry elsewhere. There would seem to be considerable scope for British companies in this field, a field for exploration by industry on both sides. In many cases British industry has also found that, whereas its machinery and equipment could not compete price-wise when imported into Portugal, nevertheless manufacture under licence has proved to be an effective answer, and the quality of the locally manufactured or assembled product is impressively high. Of equal interest is the example of the vehicle assembly plants in Portugal. British vehicles are assembled at several plants in the Lisbon and Oporto areas. All these ventures have proved successful.

Of course, everything depends upon how far the hopes attached to the new Prime Minister – whose appointment was a particular satisfaction for the business world will come to fruition. It would be too optimistic to believe that drastic reforms will be wrought overnight. Indeed, more harm than good could be expected of too sudden changes. Yet Dr. Caetano's appointment has very broadly coincided with the introduction of Portugal's Third Development Plan, intended to cover the period 1968/73. This aims at an expenditure in metropolitan Portugal of Escudos 122,000 millions (or

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£1,800 million) and a rate of growth of the economy of about 7 per cent. It may be deemed optimistic in the light of the slow rate of growth recently, and against a population of about 9.5 million people. But it is an attainable level of achievement and with positive Government support could move the economy on to a new plane.

In his speech to the Portuguese National Assembly on November 27, 1968, the Prime Minister said: 'As regards the execution of the present Development Plan, the Government's concern will be to give preference to investments giving greater immediate returns and the greatest cumulative effect. With these we must associate investments concerning rural welfare and such social infrastructures as electrification, water supplies, transport and communications networks, together with others which improve rural life and help to meet industries' financial needs; we shall not lose sight of the need to correct existing imbalances between regions and we shall pay special attention also to projects affecting basic education, professional training and public health.' It is to be expected that the Prime Minister's particular comments upon the Third Development Plan and his reference to selective investments mean that there will be an increase in public investment under the Plan and a consequent boost to its execution.

Portuguese overseas territories

In the longer term, Portugal has the prospect of substantial revenues from the oil fields now being exploited in the Cabinda enclave on the African coast in the north of Angola. These could well make a massive contribution and add a very substantial stimulus to the economic position. Optimistic forecasts suggest that here lies a second Texas and, indeed, optimism would appear to be well justified.

To the British exporter and British industry the Portuguese overseas territories hold a potentially very substantial interest, in particular in Angola and Mozambique (which are not part of EFTA). Both territories are developing rapidly, and while British industry has not neglected them, great opportunities not yet taken exist. HM Consulates-General in Luanda in Angola and in Lourenço Marques in Mozambique are in a position to give expert advice. It is, however, relevant to mention that most of the decisions on major development and industrial projects in these territories are taken in Lisbon, and it can be rewarding for close touch to be maintained by United Kingdom companies with the head offices in Lisbon of Portuguese companies operating in the overseas provinces.

The major development project in Portugal's African territories in the next years, apart from the Cabinda oil fields, will be the Cabora-Bassa hydro-electricity project on the Zambesi River. This, when completed, is on present estimates likely to have cost about £140 million. The contract has been awarded to a Franco-German-Swedish Consortium (ZAMCO) with South African financial participation. A considerable quantity of the power to be generated will be taken by South Africa. But the Cabora-Bassa project will inevitably bring an added upsurge of vitality to the economy of Mozambique which cannot fail to enhance the growing importance of that territory.

Economic signposts

The signs pointing to the economic future of Portugal, to the promise held out for her industrial growth, to the growth of consumer demand and demand for capital equipment, are clear enough. It would be surprising if dramatic action were taken by the new Government in the economic sphere. But this is in any case not what is needed nor what anyone is particularly anxious for. In seeking membership of the European Free Trade Area the Portuguese had to overcome grave doubts as to whether this was the right thing to do. Until then they had lived behind high protective tariffs and yet were contemplating entering into an Association which had as its object the eventual elimination of tariffs. Yet it was in retrospect their only possible course. And it has emphasized their irrevocable commitment to their Association trading partners and provided an additional incentive for their foreign trade.

It is natural that the links with Britain, maintained now for so

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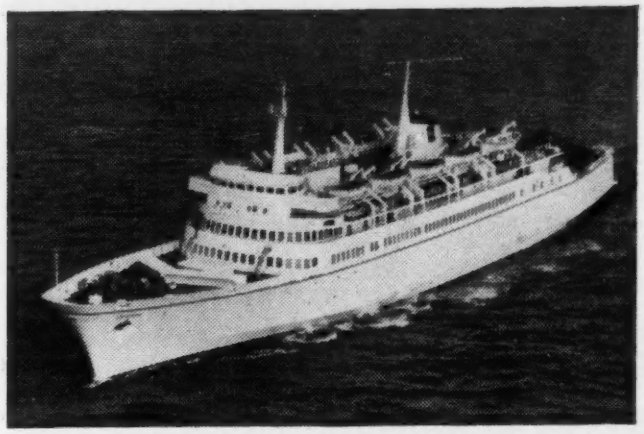
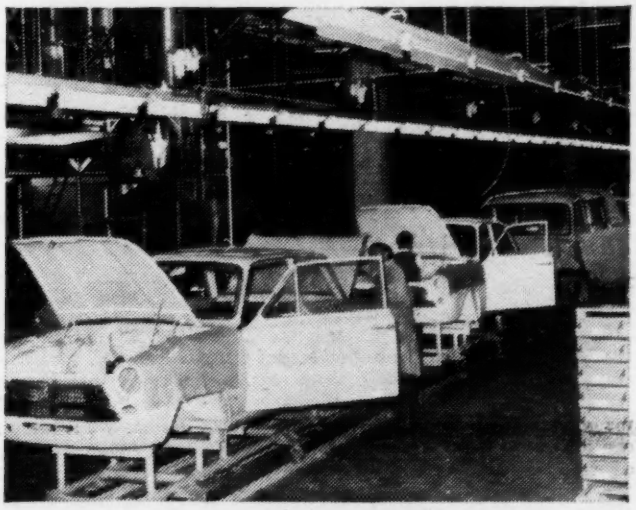


A new roll-on/roll-off ferry service between Southampton and Lisbon was inaugurated last November by Normandy Ferries, which also operates on the Southampton/Le Havre and Rosslare/Le Havre routes. The new Lisbon service will continue with sailings every 7-11 days until mid-June, and will re-start early in September. In addition to passengers and their cars, Normandy Ferries can also cater for roll-on/roll-off freight units of up to 22 tons gross weight, subject to a maximum wheelbase not exceeding 22 ft. Picture shows the Normandy Ferries ship 'Leopard' (6,000 tons) which provides the Lisbon link. Later in the year the run will be taken over by sister ship 'Dragon'.



Assembly of Ford Cortinas at Azambuja, near Lisbon.

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Mr. Cledwyn Hughes, Minister of Agriculture, Fisheries and Food, recently opened a food research and development unit built by the Ross Group at Grimsby. The unit aims to meet the rapid growth of demand by housewives for labour-saving convenience dishes by the development of new prepared foods. The new food technology blocks incorporate modern laboratories and experimental areas equipped for taking new products from the stage of research to factory production level. The picture shows, from left to right: Mr. Cledwyn Hughes; Mr. A. S. Alexander, chairman of Ross Group Limited; Councillor T. Sleeman, Mayor of Grimsby, and Mr. M. R. Young, chairman and managing director of Ross Foods.

PORTUGAL: AN ECONOMY OFFERING FRESH OPPORTUNITIES FOR EXPORT, *continued*

many centuries, should themselves provide the basis for a mutually advantageous development of the trading relationship between the two countries. It is up to British industry to build upon this basis. Essentially, the position is one of an economy beginning to loosen up, not much so far, but with substantial promise for the near future. Of a country anxious for know-how, and well capable of putting it into effect. Of an economy still suffering from policies of austerity and a banking system able to help more if permitted. But these problems are recognized and openly admitted, and with the reforms anticipated great changes can come about.

Portugal is already a rewarding and well-known market for Britain, as it has been for centuries. But the new Portuguese market will be larger, more varied, more sophisticated and will offer a whole range of quite fresh opporunities. The Board of Trade and the Commercial Department of the British Embassy in Lisbon can advise on the potential for any particular product or category of exports. Information is available on growth areas in the market for particular products. The message for British exporters is clearly that to take a hard look at real prospects cannot be wrong.

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Mr. Crosland speaks on mergers and the Monopolies Commission

THE MERGER MOVEMENT during the last few years has produced a noticeable increase in the size of firms in many parts of the economy which has been, on balance, a beneficial trend which has led to badly needed restructuring of many of our industries, said Mr. Anthony Crosland, President of the Board of Trade, in a speech at the annual dinner of the Leeds Chamber of Commerce on January 31. That was why the Government had, in general, not sought to hinder it – of the 320 cases which had been examined by the Board of Trade since 1965, only 12, including two newspaper mergers, had been referred to the Monopolies Commission. Often, indeed, the Government had positively encouraged mergers and rationalization through the medium of the IRC, and with excellent results.

'But because many mergers are beneficial,' said the President, 'it does not follow that we must uncritically bless them all or assume that size is necessarily desirable for its own sake. Large-scale mergers may raise legitimate anxieties amongst the employees concerned; they give rise to capital gains on a sometimes enormous scale; they may raise serious problems of management, of financial power, of market domination. That is why the Government must, as I have done in two cases this week, maintain and sometimes use its right, on grounds of public interest and concern, to insist that particular mergers should be scrutinized by the Monopolies Commission which was established by Parliament for precisely this purpose. Exercising this right in no sense prejudges whether the merger is against the public interest. It provides for an independent inquiry to throw light on the issues of public policy involved.'

Earlier the President spoke of the hopeful trend of exports. Exports in the fourth quarter of last year were 2 per cent above the high level of the third quarter and 10 per cent above the level of the second quarter, he said. 'If we make a comparison between last year and the year before, exports in the fourth quarter of last year were 27 per cent higher in terms of sterling than in the middle two quarters of 1967 before devaluation and before they began to be distorted by dock strikes; over the same period the volume of exports rose at an annual rate of about 11 per cent – three or four times the average rate over the whole of the previous decade.

'This performance is a striking tribute to the magnificent job which British exporters have been doing. As an example of their efforts, take delivery dates. We still hear the old story that failure to meet delivery dates is British industry's characteristic and besetting weakness, and that we are worse in this respect than anybody else. But two recent reports suggest that this simply isn't true, at least, as far as the EEC and, in particular, Germany, are concerned – and the EEC and Germany are, after all, amongst our toughest markets and our most formidable competitors. The first report is a study by the National Economic Development Office on moving British exports to Europe. It shows that for 270 Continental buyers the United Kingdom was very near the top in the punctuality league. So I am glad to see the British National Export Council has given this report particular publicity, and that it is also summarized in the latest issue of the CBI's Fanfare for Britain.

'The second report is on *Hindrances to Buying British*, if you are a German importer, by Urwick Orr and Partners. It is not so complimentary and it shows that there is certainly no room for complacency, particularly given the rapid increase in the demand for our exports following devaluation. But equally it lends no support to the view that we need add to our own difficulties by ourselves undermining the reputation we enjoy overseas. On the contrary, what we need is good public relations work by exporters and transport operators to ensure that buyers overseas have a clear picture of the true facts on export deliveries.'

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act: Reliant Motor Co. Limited and Bond Cars Ltd.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

Bowater Paper Corporation and Reed Paper Group—exemption of proposed agreement from registration

THE BOARD OF TRADE announce that an exemption order has been made under Section 1 of the Restrictive Trade Practices Act 1968 in respect of a proposed agreement between The Bowater Paper Corporation Ltd. and Reed Paper Group Ltd. The proposed agreement relates to the production and marketing by the two companies of coated papers and to joint investment by them in the expansion of capacity for coated papers. The period of exemption from registration under the Restrictive Trade Practices Act 1956 will be six years.

Notes:

This is the first Exemption Order the Board of Trade have made under Section 1 of the 1968 Act which came into operation on November 25.

The Act gives power for the Board of Trade to grant exemption for agreements relating to industrial or commercial projects or schemes of substantial importance to the national economy, the object of which is to promote efficiency in a trade or industry or to create or improve productive capacity. The Board of Trade must be satisfied that the conditionst of exemption are met and that agreements are on balance expedient in the national interest.

The Act requires the exemption order to be laid before each House of Parliament together with the agreement to which it relates. Copies of the Order and agreement are also being deposited at the Office of the Registrar of Restrictive Trading Agreements where they will be available for public inspection.

The agreement between the two companies has been made in connection with the joint acquisition by them from the Inveresk Paper Company Ltd. of the Donside Paper Company Ltd., Aberdeen. This acquisition was supported by a loan to the two companies from the Industrial Reorganization Corporation which is the subject of a separate announcement by the IRC.

The agreement provides for:

(a) the rationalization of production of coated papers between Bowater, Reeds and Donside (it will be the aim to fill Donside's production capacity as soon as possible);

(b) the preparation of a phased investment programme (to be formulated and implemented through the joint Donside company) particularly with a view to meeting the anticipated growth in demand for light-weight coated mechanical printing and publication papers for mass circulation magazines and colour supplements expected within the period 1969/75;

(c) a defined common marketing policy for all coated papers produced by Bowater, Reeds and Donside which will be supervised by the joint Donside company.

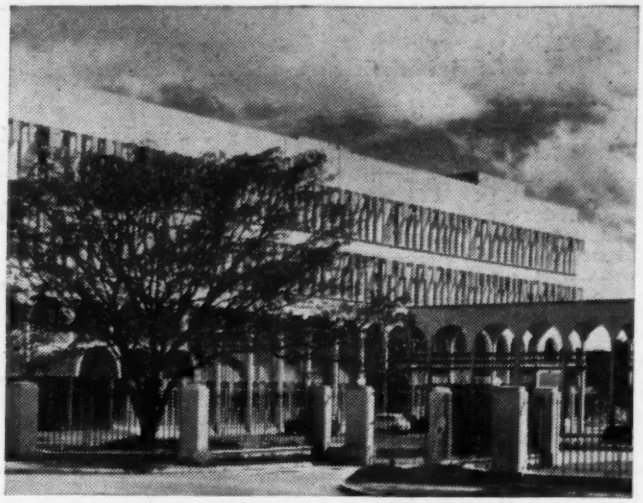
Opportunity Germany: computer equipment, furniture and packaging machinery

THE OPPORTUNITIES for British exports to the Federal Republic of Germany have been increased by the Federal Government's decision last November to reduce taxes on most imports by 4 per cent. This is equivalent to a reduction of 3.6 per cent in the total landed cost, including customs and tax, of imported goods. It will continue until March 31, 1970.

A number of brief market reports are being published in the *Export Service Bulletin* describing the market for specific types of goods.

Reports on the markets for computer peripheral equipment, furniture and packaging machinery in the Federal Republic of Germany were published in *Export Service Bulletins* dated January 29, January 31 and February 3, 1969, respectively. Copies of these issues together with further information can be obtained from:

Room F61, Ext. 264 – Computer Peripheral Equipment,
Room F15, Ext. 503 – Furniture,
Room F37, Ext. 7157 – Packaging Machinery,
at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).



The recently completed President's Secretariat in Lusaka, Zambia, constructed for the Government of the Republic of Zambia by the Mitchell Construction Company (Zambia) Ltd., a member of the Mitchell Construction Kinnear Moodie Group Limited, at a cost of £400,000. The new Secretariat, a four-storey building with a ground area of 48,000 sq. ft., represented a further design and construct contract awarded by the Zambian Government to the Mitchell Construction Company (Zambia) Ltd. An earlier contract of this nature was for the design and construction of the new £1,500,000 terminal buildings at the International Airport, Lusaka, which were officially opened by the President, Dr. Kenneth Kaunda. Both these projects were based on designs prepared by Mr. C. H. Shutte, ARIBA, senior architect, Public Works Department, Government of Zambia.

Weights and Measures (Amendment) Regulations 1969

UNDER THE NEW Weights and Measures (Amendment) Regulations 1969 the price computing mechanisms on weighing machines may be converted to indicate prices in decimal currency without the stamps having to be obliterated by an Inspector of Weights and Measures. Notice must be given to the appropriate Inspector within 15 days of making the alteration. If this is done stamps on such instruments will not need to be obliterated merely because they have been altered to show decimal currency.

The new Regulations which come into operation on February 1, 1969 also extend for a further 5 years the period during which metric weights marked with the abbreviation 'grm' may be used and permit the continued re-stamping of bell weights of a type in use prior to the introduction of the bell weights described in the Weights and Measures Regulations 1963.

Copies of the Regulations, the Weights and Measures (Amendment) Regulations, 1969, S.I. 1969 No. 81 are on sale at HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1, price 6d. (10d. inclusive of postage).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Application for anti-dumping duty on pulverized coffee

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Acts, 1957 and 1968, of an anti-dumping duty on pulverized coffee imported from Cyprus.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed in writing to the Board of Trade, Tariff Division, Room 103, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address not later than February 21, 1969. Such representations in summarised form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents af Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 21.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.03	Methanesulphonic acid	Methane sulphonic acid 70%	December 31, 1969	13256
29.10	1, 1-Diethoxyethane (acetal)	As in previous column	December 31, 1969	6935
29.31	4-(Methylthio)-3, 5-xylyl methylcarbamate)	As in previous column	December 31, 1969	13261

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Disclosure of information about imports

CONSIDERATION is being given under Sections 3 of the Finance Act, 1967, to the disclosure of information relating to the import of the following goods:

1969 Statistical Classification of Imports	Description
Ministry of Power	
67548	Hoop and strip, of iron or steel, of a width not exceeding 500 mm. – of alloy steel – cold finished – Group A – stainless and heat resisting.
67568	Hoop and strip, of iron and steel, of a width not exceeding 500 mm. – of alloy steel-other than cold finished – Group A – stainless and heat resisting.
Mechanical Engineering and Machine Tools	
711 59	Compression ignition engines, not exceeding 15 brake horse power.
715 70	Bar, tube and section drawing, forming and bending machines.
715 72	Plate and sheet bending and forming machines.
715 82	Punching and shearing machines.
715 86	Wire-drawing machines.
715 94	Converters, ladles, ingot moulds and casting machines used in metallurgy and in metal foundries.
715 95	Rolling mills for the reduction of metal by rolling.
715 97	Forged steel rolls for metal rolling mills.
715 98	Other rolls for metal rolling mills.
718 53	Machinery for sorting, washing, grinding or mixing earth, ores, etc.; machinery for agglomerating or shaping mineral products, etc. (excluding brick presses).
718 99	Tower cranes.
719 00	Fixed base cranes.
719 02	Travelling cranes, road wheel and track mounted.
719 04	Overhead travelling cranes.
719 06	Other cranes, including parts.
732 44	Crane lorries, other than breakdown lorries.
Electrical Engineering Electronic Components	
722 02	A.C. generators, not exceeding 100 kVA.
722 04	A.C. generators, over 100 kVA to 1,000 kVA.
722 06	A.C. generators, over 1,000 kVA to 30,000 kVA.
722 08	A.C. generators, over 30,000 kVA.
722 36	A.C. motors (other than traction motors) one h.p. to 10 h.p.,
722 38	A.C. motors (other than traction motors), over 10 h.p. to 100 h.p.
722 40	A.C. motors (other than traction motors), over 100 h.p. to 500 h.p.
722 42	A.C. motors (other than traction motors), over 500 h.p.
722 48	D.C. generators and motors (other than traction motors), one h.p./0·75 kW to 10 h.p./7·5 kW.
722 50	D.C. generators and motors (other than traction motors), over 10 h.p./7·5 kW to 100 h.p./75 kW.
722 52	D.C. generators and motors (other than traction motors), over 100 h.p./75 kW to 500 h.p./375 kW.
733 54	D.C. generators and motors (other than traction motors), over 500 h.p./375kW.
722 82	Switchgear, switchboards and control panels, not exceeding 660 volts.
722 84	Switchgear, switchboards and control panels, exceeding 660 volts.
722 87	Fuses and fusegear.
722 88	Moulded case circuit breakers.
728 20	Micro-wave tubes – magnetrons.
728 25	Micro-wave tubes – klystrons.
728 27	Micro-wave tubes – backward wave oscillators and amplifiers of other micro-wave tubes.
728 56	Photocells – photo-semi-conductors (including photo-transistors).
728 57	Other photocells.
728 58	Voltage reference and regulator diodes.
728 70	Transistors (not including germanium).
729 94	Electrical parts of machinery and apparatus, not elsewhere specified.

The Government are consulting the Association of British Chambers of Commerce on this proposal; and the Association will take into account any views received from importers by February 28. The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

Modification of the operation of the office control

ANSWERING A PARLIAMENTARY QUESTION on January 30, Mr. Anthony Crosland, President of the Board of Trade, announced that he intended to make two changes in the operation of the control: first, to bring the exemption limit for office development permits in the outer metropolitan region into line with the rest of the area of the control (except Greater London) and secondly, to exclude from the area of the control East Anglia and the predominantly rural areas of the East and West Midlands Planning Regions.

The President's answer was as follows:

'The Government's control of office development has succeeded in restraining the growth of offices in the congested areas of the South-East and Midlands. After making a full review of the operation of the control, I have however decided that, while it is necessary to maintain a rigorous control in the congested areas, it would now be appropriate to modify its scope in two ways. First, I propose to exclude from the area of the control the East Anglia Planning Region and the predominantly rural areas of the East and West Midlands Planning Regions. Experience has shown that the demand for new offices in these areas is insufficient to justify the continuance of the control.

'Secondly, I intend to bring the exemption limit in the metropolitan region outside Greater London into line with that in

force in the rest of the area of the control. This means that the exemption limit will be 10,000 sq. ft. throughout the whole of the control area, with the exception of Greater London, where it remains at 3,000 sq. ft. Outside Greater London, offices of up to 10,000 sq. ft. are required mostly by local users to whom permits have in general been granted fairly freely. Orders to give effect to the decisions will be laid before Parliament.

'It remains the Government's firm intention to secure a better distribution of employment throughout the country. Within the framework of this objective I shall continue the policy announced by my predecessor in the House on July 18, 1967, of taking into consideration in the operation of the office control the needs of physical planning and the efficient use of labour by those office employers who are unable to move out of the area of the control.'

Note:

In a statement on November 4, 1964, published as a White Paper the Government announced its intention to check the continued growth of offices in South-east England, especially in London, and thus to relieve congestion and secure a better distribution of employment and a better use of resources.

The government's intentions were given effect by the Control of Office and Industrial Development Act, 1965, which required that in the metropolitan region an application for planning permission for office development over 3,000 sq. ft. be accompanied by an office development permit issued by the Board of Trade. The Birmingham conurbation was brought within the control by Order in August 1965; in July 1966 the area of the control was extended to the East and West Midlands and to South-east England.

In July 1967 the exemption limit was raised to 10,000 sq. ft. for office developments in all areas of the control outside the metropolitan region.

Industrial development certificates will continue to be required in the Midlands, and the South-east for industrial buildings exceeding 3,000 sq. ft. and for industrial buildings exceeding 5,000 sq. ft. in other parts of the country.

Attention is drawn to the President's re-affirmation that the control will continue to be administered rigorously in the congested areas.

Board of Trade seeks advice on 16mm films

THE BOARD OF TRADE has asked the Cinematograph Films Council to advise on the question of applying films legislation and levy regulations to 16 mm films.

This action has been taken as a result of developments which might lead to the provision of a significant number of cinemas being equipped for showing 16 mm films to the public.

Notes:

The Films Act 1960 as amended requires all public exhibitors (i.e. cinemas) of standard (35 mm) films to show not less than a prescribed quota of British films. At the present time this quota is 30 per cent of playing time in respect of first feature films, and 25 per cent of playing time for supporting programme. For this purpose, cinemas have to be licensed, and films registered by the Board of Trade; film renters have also to be licensed.

Regulations made by the Board of Trade under the Cinematograph Films Act 1957, require public exhibitors of films more than 16 mm wide to pay into a fund (the British Film Fund – known as the Eady Levy) a proportion of the price of each cinema seat sold (at the present time this is one-ninth of the amount by which the total price of the seat exceeds 1s. 6d.). The proceeds of the levy are distributed, by the British Film Fund Agency, to the makers of eligible British films in proportion to the films' earnings in Great Britain.

Recent technical improvements in 16 mm film could lead to the exhibition to the public on a significant scale of 16 mm films. It is understood that there are proposals for the establishment of a number of such cinemas in Great Britain. If there were a significant number of cinemas showing 16 mm films in competition with cinemas showing 35 mm films, it would be necessary to consider whether they should be brought within the scope of the legislation and regulations regarding licensing, quota and levy.

At the present time there is no significant number of cinemas showing 16 mm films to the public. These films are generally used by mobile cinemas, film societies, clubs and private persons.

The Board of Trade have power under the Acts quoted to extend the provisions in question to non-standard films.

The functions of the Cinematograph Films Council are to keep under review the progress of the film industry with particular reference to film production and to advise the Board of Trade on any matters relating to the film industry on which the Board of Trade seeks its advice.

£10 million credit for British exhibition, Sao Paulo

THE BANK of London and South America has entered into an agreement with the National Bank of Economic Development of Brazil to facilitate the sale of British goods on credit terms at the British Industrial Exhibition to be held at Sao Paulo next March under BNEC sponsorship.

The agreement is based on an initial figure of £10 million and this will be supported by euro-dollars provided by BOLSA to help Brazilian buyers with local costs associated with their imports from the United Kingdom. Through this association the two banks will provide special credit services to Brazilian buyers and United Kingdom exporters.

This will be additional to the finance services which BOLSA will provide through its own branch system and its Brazilian associates, Banco Bozano Simonsen de Investimento.

Distributive Industry Training Board appoints director

LORD MOTTISTONE has been appointed first director of the Distributive Industry Training Board. He will take up his appointment at the Board's Manchester offices on March 1.

The Distributive Industry Training Board, second biggest of the boards set up under the Industrial Training Act, is responsible for provision of training for 2,500,000 people employed in the wholesale, retail and allied trades – covering 400,000 shops and other establishments all over Great Britain. It plans to announce its first training programmes later this year.

Lord Mottistone, the Board's new chief executive, has for the past two years been director of personnel and training for the national Radio Rentals Group, a company whose staff will be included in the DITB programme.

Training levy for knitting, lace and net industries

MRS. BARBARA CASTLE, Secretary of State for Employment and Productivity, has approved proposals submitted by the Knitting, Lace and Net Industry Training Board for a levy on employers within scope of the Board equal to 1.0 per cent of their payroll in the year ended April 5, 1968. Employers whose total emoluments are less than £2,500 are exempt. The Order (SI 1969, No. 59, HMSO, price 1s.) was laid before Parliament on January 27, and comes into operation on February 12.

Mr. D. Babington Smith has been appointed chairman of the Knitting, Lace and Net Industry Training Board.

Changes proposed in scope of Furniture and Timber Industry Training Board

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, proposes to amend the scope of the Furniture and Timber Industry Training Board. On January 23 she circulated to interested organizations a draft schedule incorporating the changes which she proposed should be made to Schedule 1 of the Industrial Training (Furniture and Timber Industry Board) Order 1965 (Statutory Instrument 1965 No. 2028).

Any organization that considers it has an interest in this draft schedule, and has not yet received a copy, should apply to the Department of Employment and Productivity (TC1), 168 Regent Street, London, W.1. Observations of the draft should reach the department by February 19.

Proposed Development at BALMORE—one of Lyon's 23 Scottish Industrial Estates

Lyon mean business

That is why Lyon is investing £50,000,000 in developing 23 industrial estates throughout Scotland. And it's not all just planning – Lyon has already 10 estates in Glasgow, and a further 13 strategically sited in the central industrial belt, including areas around Airdrie, Armadale, Bellshill, Edinburgh and Dundee. In two years Lyon has handed over 24 new factories, has another 35 under contract, and a further 125 in the pipeline.

Lyon mean business – new, more efficient working units mean more business for you. Lyon professional services include evaluation of industrial location, management and technical consultancy and all design, planning approval and construction operations.

Units for sale or to let from 2,500 to 100,000 sq. ft. specially built to suit a client's own requirements. Standard factories available now.

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SCOTTISH DIVISION

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Decimal Board's latest booklet

THE DECIMAL CURRENCY BOARD'S latest booklet 'Points for Businessmen' (Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, price 1s. or by post from HMSO, PO Box 569, London, S.E.1, price 1s. 4d.) was published on February 3. The booklet deals with some 20 subjects central to the changeover to decimal currency.

Note:

The booklet was issued to the Press with a full news release on December 10 last; the HMSO publication date was then given as December 19. It was later announced that publication would be delayed because of an error in the banking and accounting conversion table on page 12. Besides the amendment to the conversion table several other changes have been made to bring the booklet up to date.

East European trade council chairman visits Moscow

MR. ALEXANDER ROSS, chairman of the East European Trade Council, flew to Moscow on February 5 at the personal invitation of Mr. N. S. Patolichev, the Soviet Minister of Foreign Trade.

Accompanied by the council's executive secretary, Mr. Anthony Hore, Mr. Ross will visit Leningrad and Tbilisi before returning to London on February 13.

Mr. Ross discussed ways and means of further promoting Anglo/Soviet trade which last year reached the record total of £262 million with British exports topping the £100 million mark for the first time in history.

New Zealand trade director visits Britain

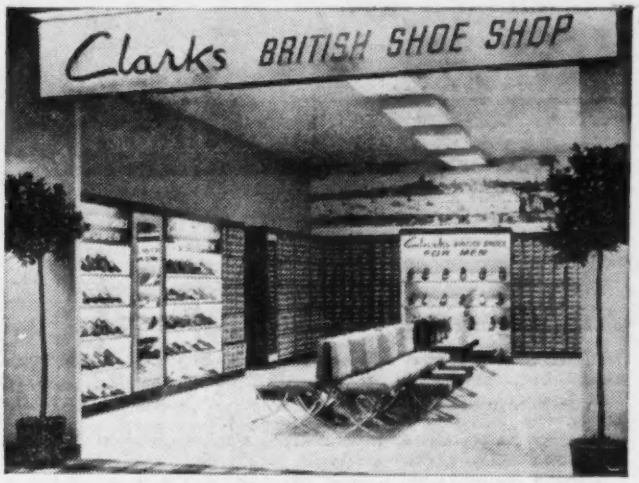
'MY MAIN PURPOSE is to explain to British exporters the opportunities open to them to increase their sales in New Zealand, particularly following the New Zealand Government's stated intention to move to tariff protection from the present quota system', said Mr. Lawrie Crompton, Director of the British Trade Association of New Zealand, on January 31.

Mr. Crompton is in the United Kingdom at the invitation of the New Zealand Committee of the British National Export Council for a five-weeks' visit. 'The change-over to tariffs is complicated and therefore it will be gradual, but we feel it is essential that British industrialists should be given as much information as possible,' Mr. Crompton said.

He is to address Chambers of Commerce and Trade Associations in Leicester, Coventry, Birmingham, Manchester, Stoke-on-Trent, Sheffield, Bradford, Edinburgh and Glasgow. He will be accompanied by Mr. R. H. Hale, Executive Secretary of BNEC (New Zealand).

Fur export group announces spring selling plans

THE LONDON Fur Fashion Export Group has arranged an extensive overseas promotion programme for the spring. It includes a third selling mission, sponsored by the British National Export Council, to Stockholm and Copenhagen during March, and participation in international exhibitions in three overseas centres: Munich, Paris and Frankfurt. Other ventures are under consideration. Export orders for the Group – formed only two years ago – are already over £1½ million.



This fully-stocked shoe shop, complete with manager, has been exported by Clarks Overseas Shoes Limited. It is now installed in one of the largest department stores in Malmo, Sweden. It is thought to be the first shoe shop ever to be exported from Britain. The unit was designed in the London shopfitting office of the Clark group of companies, and three patterns of Warerite decorative laminate veneer were chosen for trimming display units and other fitments. Clarks Overseas Shoes now has an accurate idea of which styles from its extensive range are acceptable to the Scandinavian market – and as a result exports during 1969 are expected to show a dramatic increase.

Wool selling missions for South Africa, Australia and New Zealand

TWO SELLING MISSIONS from the British wool textile industry have left for South Africa and Australia and New Zealand. Both missions are sponsored by the National Wool Textile Export Corporation, Bradford, through the British National Export Council.

The first group of 10 left London for South Africa on February 1. They will spend about three weeks in the Republic. Although mainly based in the Johannesburg and Cape Town areas, the party will also visit other parts of South Africa.

Five days later the second party of 16 left London for Australia and New Zealand, to spend about two weeks in each country.

Atkinson Throwsters at Blyth advance factory

THE ENGLISH Industrial Estates Corporation announced on January 24 that Atkinson Throwsters Limited are to begin production in the 26,000 sq. ft. Board of Trade Advance Factory on the Cowpen Industrial Estate, Blyth, which they occupied last month.

Atkinson Throwsters Limited is a newly incorporated company formed by W. A. Atkinson Ltd., of South Wigston, Leicester. The new building will be used for the throwing, twisting and preparation of dyeing packages of polyamide and polyester yarns. Installation of machinery has been taking place during the past few weeks, together with recruitment of labour and the company began operations on February 1. The new unit should employ 89 men and 17 women when it reaches full capacity.

EXPORT IMPORT

CLEANING WASTE LIMITED.

FALKLAND ROAD, HARRINGAY, LONDON, N.8.

FOR ALL GRADES OF CLEANING RAGS, COTTON WASTE ETC.,

TELEPHONE: 01-340 3411

Aviation and Shipping

Minister meets Air Safety Group

MR. WILLIAM RODGERS, Minister of State, Board of Trade, met a delegation from the Air Safety Group, led by their chairman, Mr. Eric Lubbock, MP, on January 31 to discuss a number of matters concerning the safety of civil air transport.

The Air Safety Group is an independent organization devoted to the promotion of greater safety for air travellers.

Among the matters discussed with the Minister were the medical care of air crew and the incidence of fatigue; airport technical facilities; weather minima; aviation fuels; and the safety aspects of passenger seating.

The Group expressed their concern about the effects of fatigue on flight crew. While acknowledging the difficulty of measuring fatigue, the Group felt that the Board of Trade should take steps to ensure that airlines provide proper aero-medical care for their flight crews. They also asked that international definitions should be agreed for terms such as a 'duty day' and 'rest day' and called for legislation to regulate the negotiation of pilots' personal contracts, a practice which they felt had inherent dangers.

The Minister expressed his sympathy with the concern shown by the Group and told them of a review which has been undertaken by the Board following the first year's experience with the new flight time limitations introduced in January 1968. He took note of the Group's suggestions about international definitions and their call for legislation to cover pilots' contracts.

The Group drew attention to the wide differences in the provision of navigational aids between United Kingdom airports and those on the Continent used by British holidaymakers. They urged the Minister to do all in his power to get better facilities introduced at airports on the Continent. The Group sought information about the provision of navigational aids at United Kingdom airports, in particular, about the withdrawal of the Precision Approach Radar. Mr. Rodgers reiterated that without prejudice to the outcome of the investigation into the recent accident at Gatwick, and pending the findings of the investigation, the Board of Trade had decided not to continue the withdrawal of PAR. He arranged that the Group should meet with officials in the Board of Trade's National Air Traffic Control Services to hear of developments planned for airports in the United Kingdom.

The Group raised the subject of weather minima procedures and asked whether foreign operators could be brought into line with United Kingdom practice when United Kingdom airports are being used. Mr. Rodgers explained that this was a complicated issue involving international standards as well as national requirements, but that the Board of Trade was keeping it under review. He undertook to let the Group know of developments in this field.

A discussion took place about various types of aviation fuels, including gelled and thickened fuels, and their relative safety margins. It was acknowledged that a great deal of scientific research was still needed in this field before conclusions could be reached.

The Group called for available evidence to be brought up to date on the relative merits of rear facing seats. They also called for consideration to be given to the provision of lap and diagonal safety belts.

The Minister accepted on physiological grounds that there was a case for rearward facing seats. He said, however, that this would need to be accepted internationally as it would be unreasonable for United Kingdom operators to be made to introduce this unilaterally. He said the subject had been discussed in ICAO, but undertook to evaluate recent experience to see if the matter could be raised again. It was agreed that present statistics were inconclusive. Regarding seat belts, the Minister told the Group of current research which had been undertaken to develop an acceptable shoulder harness.

Government acts on air holiday prices

MR. WILLIAM RODGERS, Minister of State, Board of Trade, in answer to a Parliamentary Question on January 29, which asked what action had been taken with regard to the new standard tariff provisions proposed by the Air Transport Licensing Board in their decision of November 5, 1968, said:

> 'The Board of Trade have today made a new tariff under Provision I and, in respect of Gibraltar, a new tariff provision under Provision VI, which will give effect on a somewhat wider basis to the substance of the Licensing Board's proposal. This means that, whether or not international or cabotage air fares are increased, the minimum prices of inclusive tour holidays on scheduled as well as charter services governed by Provision I, or Provision VI in the case of Gibraltar, during the coming summer season, will be kept at the levels set by last summer's public fares.'

Notes:

Standard Provision I in the licences issued by the Air Transport Licensing Board provides that the price charged for charter inclusive tours by air shall not be less than the lowest public scheduled service air fare on the route at the time in question.

In the summer of 1968 the ATLB heard a number of 'test cases' presented by charter operators in conjunction with leading members of the Tour Operators' Study Group designed to deal with what they regarded as anomalies in the present structure of control prices. With one exception these cases were rejected by the ATLB. Appeals have now been lodged with the Board of Trade, which will by heard by Sir Dennis Proctor starting on February 24.

In the case accepted, known as 'Test case F', the operators requested that the minimum tour price should be based on the public fares ruling at the time of grant of the licence. The ATLB accepted that late fare changes placed tour organizers in a difficult position, and decided to permit inclusive tours during the summer of 1969 at prices not less than the public scheduled service fares as they were during the summer of 1968. This means that any increases in fares which may take effect from April 1, 1969, will not result in consequential increases in minimum prices for charter inclusive tours during the summer of 1969.

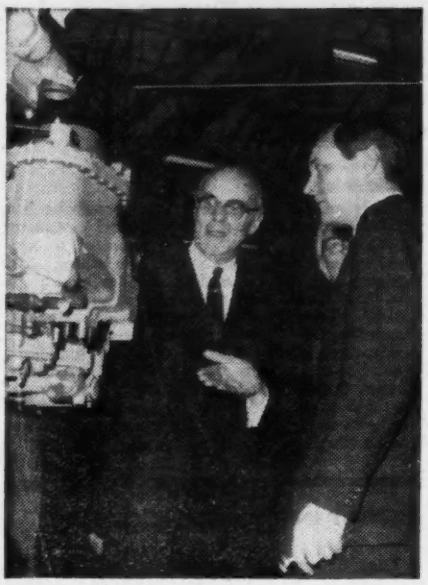
The ATLB decision could be implemented in two ways, either (as they proposed) by a new standard tariff provision, or by the Board of Trade approving an alternative tariff under the existing Standard Provision I. The President has decided to adopt the latter alternative so as to extend the benefit of the decision to passengers taking inclusive air holidays on scheduled flights.

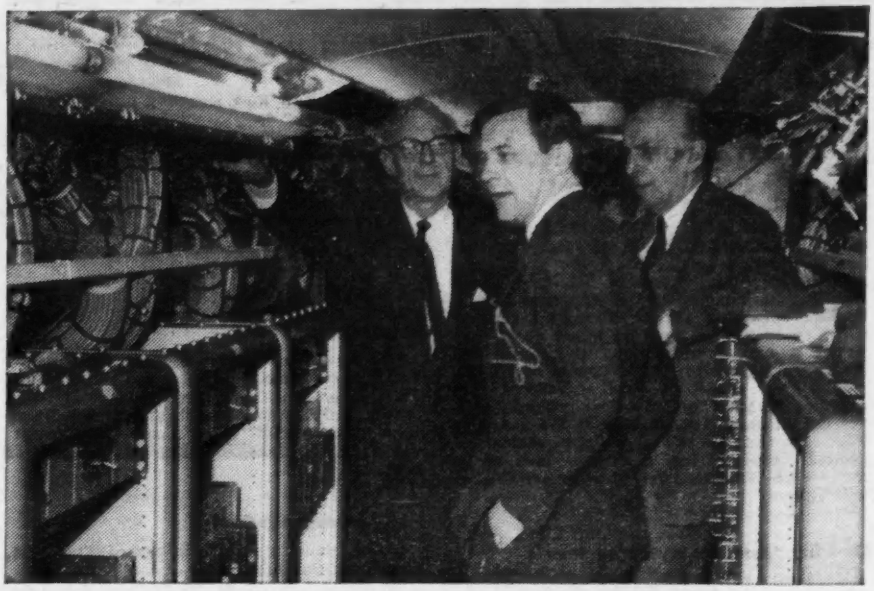
International scheduled service fares are fixed for two years at a time by the International Air Transport Association, and require the approval of the governments concerned before they can take effect. The IATA European Creative Fares Board can also change some categories of fares (again subject to Government approval) from time to time. The next two-year period begins on April 1, 1969, but the fares which should then take effect have not yet been agreed by IATA and may not be submitted for approval for some weeks to come. This makes the situation more than usually difficult for tour organizers, who have already taken firm bookings for a large number of holidays and cannot be sure whether the prices they are charging may not have to be increased. It also creates considerable uncertainty for the holidaymakers concerned.

Because of the difficulties which IATA has run into in its discussions, it is difficult to forecast what changes in fare levels will emerge. The best guess at this stage is that most of the fares affecting the prices of inclusive tours in the Mediterranean area will remain about the same as last year, and some may be reduced; but there may well be increases affecting Central and Northern Europe. Something of the order of 100,000 holidays might in practice have been affected in the absence of the new tariff.

Where fares are reduced below the 1968 levels, tour organizers will be able to take advantage of this under Provision I. The new tariff saves them from having to increase prices, but does not prevent them from reducing them.

The control of inclusive tour prices has existed for a number of years, and its essential purpose is to prevent excessive diversion of traffic from the scheduled services (which have to be operated all year round at lower average load factors) during the profitable peak periods. The control caused relatively few problems until international fares were increased (in sterling terms) following devaluation. The future of the control will have to be considered in the light, amongst other things, of the 'test case' appeals and the recommendations of the Edwards Committee expected in the spring.





Mr. Anthony Wedgwood Benn, Minister of Technology, inspects the progress of the Concorde 002 prototype during a recent visit to Bristol. LEFT; Mr. Benn (right) examines an Olympus 593 engine at the Bristol Engine Division of Rolls-Royce with Mr. C. J. Luby, production director. RIGHT: Mr. Benn (centre) discusses the 12 tons of flight test instrumentation in the fuselage, with Sir George Edwards (right), chairman and managing director of British Aircraft Corporation, and Dr. A. E. Russell, chairman, BAC Filton division.

Airports dispute: Joint Working Party on productivity

MR. WILLIAM RODGERS, Minister of State, Board of Trade, met Mr. John Cousins, national secretary of the Transport and General Workers' Union, on January 28 to discuss further the dispute with the Board of Trade's employees at Edinburgh, Aberdeen and Belfast airports.

Agreement was reached to set up a Joint Working Party to explore the possibilities for a productivity agreement.

The Joint Working Party will include officials of the Board of Trade Civil Aviation Department in Scotland and Northern Ireland and officials of the Transport and General Workers' Union.

The Joint Working Party will begin work immediately and are expected to report their progress by today.

Mr. Rodgers and Mr. Cousins have arranged to meet again on Tuesday, February 11, to review the position.

While the discussions are taking place, the TGWU have agreed to discontinue industrial action. Mr. Rodgers hopes that British European Airways, who ceased operations to Edinburgh and Aberdeen because of the dispute, will be able to resume their services.

Trawler Safety Committee chairman visits 'Orsino'

THE CHAIRMAN of the Committee of Inquiry into Trawler Safety, Admiral Sir Deric Holland-Martin, flew to Reykjavik to board the advisory ship 'Orsino', which is providing meteorological and medical support to British trawlers in the Iceland area, on February 1. After watching the weather advisory service at work, the Admiral transferred at sea to a trawler to gain first hand experience of fishing operations. He returned to Reykjavik on February 6, and is expected to return to the United Kingdom on February 7.

Amendments to 'Fees for marine surveys'

A SUPPLEMENT to the 1967 edition of the Board of Trade's booklet Fees for marine surveys and other marine services, was published on January 31, and is available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 1s. 9d. The supplement, which has been prepared for the guidance of surveyors, for superintendents of Mercantile Marine Offices, and for the information of shipowners, agents and other persons interested. It contains information on new or amended fees introduced by the Board of Trade since December 1, 1967. The supplement also contains corrections to the booklet, as originally issued in 1967.

Accident to British United Airways BAC 1-11 G-ASJJ

ITALIAN ACCIDENT investigation authorities, in association with the Board of Trade's Accident Investigation Branch, have authorized the following statment in respect of the accident to British United Airways BAC 1-11 G-ASJJ at Milan Airport on January 14, which crashed shortly after take-off:

'The Sperry Flight Data Recording System was recovered intact and in full working order. A satisfactory play back has been undertaken at Sperry's London Airport Depot, under the supervision of the British accident authorities on behalf of the Italian authorities. The record is now being analysed in detail for use by the investigation commission.'

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications,*

Parliamentary Answers on aviation and shipping

Below are Parliamentary Answers relating to the aviation and shipping industries.

WEDNESDAY, JANUARY 29

Blind-landing equipment

Replying to an inquiry on the installation of blind-landing equipment in British aircraft and at British airports, Mr. William Rodgers, Minister of State, Board of Trade, said the Air Corporations were providing an automatic landing capability for a substantial part of their fleets and it was expected that they would be cleared for landing in runway visibilities of 500 metres in the course of 1969.

'Heathrow, Gatwick and Liverpool are expected to have corresponding ground facilities on the same timescale,' said Mr. Rodgers. 'Clearance of aircraft and improvement of ground facilities for automatic landing in lower visibilities there and at other aerodromes will follow.'

De-icing apparatus on fishing vessels

Questions were asked about regulations to ensure that the latest de-icing apparatus was on all fishing vessels using North Sea and Arctic fishing grounds. Mr. Rodgers said no regulations had been made but tests of various means of de-icing were at present being made in order to establish their effectiveness in operational conditions.

'Cube-cutting' at London Docks

Answering questions on the practice known as 'cube-cutting' at London Docks, Mr. Edmund Dell, Minister of State, Board of Trade, said the Departments concerned were energetically pursuing this matter. At this stage he had nothing to add to the answer given by the Attorney General on January 27. (*Hansard*, col. 250.)

European 'Airbus'

Mr. Anthony Wedgwood Benn, Minister of Technology, announced that the Ministry of Technology had continued discussions with French and German officials and with industry about the A300B. The three Governments would take a decision about this as soon as possible.

Ports (re-organization)

Mr. Richard Marsh, Minister of Transport, announced the publication of the White Paper, 'The Reorganization of the Ports' (Cmd. 3903, HMSO, price 2s. 6d.).

THURSDAY, JANUARY 30

Turnhouse Airport

Mr. William Rodgers spoke in the debate on Turnhouse Airport. The debate is reported in *Hansard* (cols. 1699 to 1708).

FRIDAY, JANUARY 31

Aircraft noise at Manchester Airport

Asked to make a further statement on aircraft noise at Manchester Airport, Mr. Rodgers said: 'Further to my reply to the hon. Member's question on January 20, we are willing to give advice to the owners, Manchester Corporation, on measures that might be taken to reduce noise, about which we receive representations from time to time.'

Radio teleprinters

Replying to a question on proposals he has for publishing the result of the trial operation on the British ground station operated in connection with airborn radio teleprinter, Mr. Rodgers said it was widely known by airline operators and others that the trials, which the United Kingdom alone had carried out, had demonstrated the technical capability and operational usefulness of a low frequency, ground-to-air, radio teletypewriter broadcast system. It did not seem, therefore, that further publicity was necessary but the Board of Trade would continue to make our views known through ICAO channels.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems The centre is open from 9.30 a.m. to 5.30 p.m.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: international co-operation.
77E (Re-issued February 1966) purchase tax – exports.
104 Temporary importations and exportations under ATA and ECS Carnets.
113 Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206 Relief from Customs duty and purchase tax for goods temporarily imported for process or repair and subsequent re-exportation.
207 Reimported goods: relief from Customs duty and purchase tax.
210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300 Export reliefs scheduling scheme.
429 Customs export procedure. Further relaxation of pre-entry.
SN6 Notice to passengers (exchange control and export licensing).

Exchange Control

Notice to Exporters Issue dated September 28, 1967. (Issued by HM Treasury – also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74 Notice to exporters. EFTA restrictions on drawback and export rebate.
74A EFTA drawback; exception of EFTA goods re-exported to another country.
77M British-made cars and motor cycles: tax free sales to tourists, etc.
131 Sugar Act, 1956. Sugar surcharge repayments and distribution repayments in respect of British manufactured composite goods. Procedure to be followed on a change in rate of surcharge or distribution payment.
172 Hydrocarbon oils: drawback of duty.
217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.
224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
251 Remission or repayment of the temporary charge on imports.
291 Claims for drawback on goods exported where there has been a variation in the duty rate.
372 Authorization of signatories to drawback claims.
430 Table of rates of sugar surcharge, distribution payments and corresponding repayments.
432 Sugar Act, 1956. Surcharge. Distribution payments and corresponding repayments.

Export Rebates

74 Notice to exporters. EFTA restrictions on drawback and export rebate.
435 Schedule of rates.
436 General outline of the scheme and procedure for claiming.
436A Export rebates: termination.
437 Ships and aircraft.
439 Export rebate: goods exported after March 31, 1968, under pre-devaluation contracts.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, JANUARY 28

Advance factories in Wales

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, answering a question on the number of men and women respectively now employed in advance factories in Wales, said 40 advance factories had been announced for Wales by the Board of Trade since October 1964. Of these, 18 were in production and were employing in total 630 men and 400 women.

Exports by international companies

A member who asked what proportion of Great Britain's exports consisted of items and products being transferred from one branch of an international company to another, was told by Mrs. Dunwooody: 'Between a fifth and a quarter.'

Industry in Inverurie

Answering questions on Inverurie, where the railway workshops are to be closed, Mrs. Dunwoody said: 'I understand that the British Railways Board have not announced the closure of the workshops. but have told the unions that in their view closure was unavoidable. Before a final decision is taken by the British Railways Board there is to be full consultation and a further meeting with the unions. While I shall be keeping the position under careful review, I have no plans for designating Inverurie as a Special Development Area. The full range of development area incentives continues to be available for new projects and expansion in the area, and every opportunity will be taken to bring the attractions of the area to the notice of suitable firms.'

Remittance of dollars to United States

A Member who asked for the annual total of dollars remitted to the United States of America by American firms in the United Kingdom in 1963 to 1967, inclusive, was told by Mr. Edmund Dell, Minister of State, Board of Trade, that figures of remittances for the purchase of goods and services were not available; remittances of dividends by United Kingdom affiliates of United States companies (other than those in oil and insurance) had been as follows (in million dollars):

1963	156
1964	200
1965	199
1966	202
1967	178

WEDNESDAY, JANUARY 29

Exports by credit term

'About 95 per cent of exports are paid for in cash or within one year,' said Mr. Dell when asked what proportion of exports in 1968 were paid for in cash or within one year; the total amount of credit extended, what proportion was extended for one to five years, five to 10 years, and 10 to 15 years, respectively. He continued: 'I cannot give an analysis of fresh credits extended, but the latest available analysis of exports by credit terms was given in answer to the hon. Member for Wanstead and Woodford on November 15, 1968.' (*Hansard*, Vol. 773, cols. 170-171.)

Machinery grants in development areas

Asked to state the average delay last year between the instalment of machinery in a factory in a development area and the payment of the machinery grant, Mr. Dell said the average interval between expenditure incurred by the applicant and payment of grant was then and still was about 12 months.

Industrial development

Mrs. Dunwoody answered questions on industrial development in the Dearne Valley constituency, Girvan, the Doon Valley of South Ayrshire, Mexborough and Corby, Northamptonshire.

Metrication Board

Mr. Anthony Wedgwood Benn, Minister of Technology, announced the appointment of Lord Ritchie-Calder as chairman of the Metrication Board from March 1 and Mr. Gordon Bowen, at present Under-Secretary in the Ministry of Technology, as full-time director.

FRIDAY, JANUARY 31

American investment in United Kingdom

The Chancellor of the Exchequer was asked to set out a table showing the value of direct investment by United States companies in the United Kingdom, and the cost to the current account balance of payments of interest payments in United States investment, in each year since 1945. Mrs. Dunwoody replied. She said this information had been collected only since 1958; oil and insurance were excluded. The table below gives figures for the annual flow of investment funds (including retained profits); for the total earnings which are debited to the balance of payments current account; and for dividend and interest payments.

Estimates covering a longer period, which however are not fully comparable, have been published by the United States Department of Commerce in the Survey of Current Business and Balance of Payments Supplements to it.

£ million

	Private direct investment	Total earnings (a)	Dividends paid (b)	Interest payments (b)
1958	62	71	33	—
1959	97	97	40	—
1960	86	105	48	—
1961	186	100	64	—
1962	95	106	51	1
1963	104	134	56	1
1964	116	154	71	2
1965	151	180	71	2
1966	155	152	72	2
1967 (c)	105	155	75	3

(a) Of subsidiaries, associated companies and branches, after depreciation and United Kingdom taxation.
(b) Subsidiaries and associated companies.
(c) Provisional.

Industrial development

Mrs. Dunwoody answered questions on industrial development in Acklington, and Scotland.

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

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English Industrial Estates Corporation
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Scottish Industrial Estates Corporation
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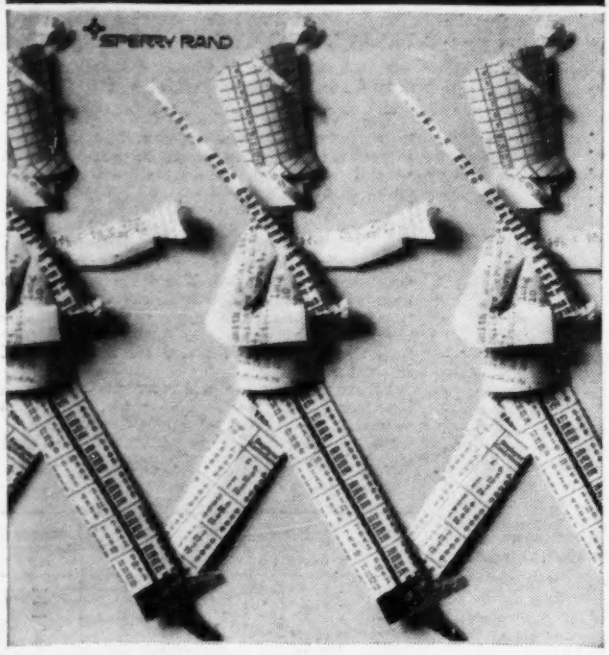
Glasgow C.3

Wales
Welsh Industrial Estates Corporation
Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

CONTROL
the paper explosion



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Lindustries Limited

Highlights from the Statement of the Chairman, Mr. W. E. Luke, and from the 1968 Accounts.

- Profit up 30%, capital employed increased by £946,000 and return up from 14% to 16¼%, all excluding newly-acquired Warne
- Warne business has distinct growth potential
- Profit improvement should continue in the current year, with further progress in 1969/70 and 1970/71.

	1968	1967
Sales	£	£
Sales outside the Group	27,171,543	*24,504,307*
Earnings		
Trading profit (incl. interest)	2,663,915	*2,027,159*
Profit after tax attributable to Lindustries Limited	1,364,405	*1,011,021*
Earned for ordinary shares	1,243,405	*890,021*
Retained in the business	415,187	*398,074*
Ordinary dividends	776,056	*602,284*
Earned per 5/- ordinary share	1/4¼d.*	*1/4d.*
Dividend for year per 5/- ordinary share	11¼d.†	*10¾d.*
Assets		
Fixed assets and trade investments	9,651,862	*5,365,200*
Net current assets	9,639,501	*9,081,753*
Net tangible assets	18,923,725	*14,344,503*
Net tangible assets attributable to ord. shareholders' funds	13,593,625	*9,826,790*
Net asset value per 5/- ordinary share	15/-	*14/8d.*
Return		
Trading profit (incl. interest) on net tangible assets	14·1%*	*14·1%*
Divisional Trading Profits		
Engineering	1,442,799	*1,153,763*
Textile	473,815	*403,159*
Rubber (from 23 July 1968)	129,899	—
Overseas	470,149	*431,332*
Interest	147,253	*38,905*
	£2,663,915	*£2,027,159*

* The profits for 1968 include those of the Warne Group (Rubber division) from 23 July 1968, a period of approximately 9 weeks only.
On the basis of the annual equivalent of these profits, the amount earned per 5/- ordinary share would have been 1/8¼d. and the return on net tangible assets would have been 16·9%.

† The final dividend for 1968 is payable on a larger share capital than the interim due to the acquisition of Warne. The dividend per share of 11¼d. has been calculated at the rate of 18·63% payable for the year.
The total dividend for the year proposed on the Ordinary Shares is 18·63% (1967: 18%). A.G.M.: 26 February 1969. Dividends 8 March—Ordinary final 12.63%, Preferred Ordinary final 3%.

Report from Secretary, 100 Brompton Road, London, SW3.

New Books

Containerization is a subject of major importance to all concerned in the movement of freight. A body of literature is building up on the problems and techniques involved, but so far there has been a scarcity of readily available published information on services, capacities, operators and so on. The situation has changed almost overnight and three compilations containing directory information have recently been published to the writer's knowledge, with promise of a fourth to come in the near future. Of the two directories published in the United Kingdom so far, **Jane's Freight Containers, 1968-69,** edited by George Downie (597 pages. Samson Low, Marston & Co., Ltd. £10 10s.) is the biggest. The cover sub-title 'a world wide survey of unit load operation and equipment' gives an indication of the scope of the volume. There are six sections to the book, the largest being section two which is arranged on a broad regional basis sub-divided by country and is devoted to operational services in each country. Information is given for ports, rail services, freight forwarders, and inland waterways, including details of facilities, berth/terminals, operators and their services. Section three details international operational services, the major portion being devoted to ship owners, their services and fleets. A small section is given over to unit load air freight and information is provided on airlines, containers, manufacturers, etc. in this field. The main section concerned with manufacturers is the second largest in the book and is divided between container manufacturers and handling equipment manufacturers each arranged alphabetically, details being given of construction, dimensions, operation etc. Other sections are concerned with international development and organization, and serial code systems. Throughout the volume the various national and international standards are quoted and reproduced. The volume is compiled and produced to the same high standards one has come to expect from the companion volumes in the *Jane's Series*, with abundant photographs, maps, plans and diagrams. However, in using the volume to extract the directory information (and this is a purpose not served by the other *Jane's* publications) one is made aware of the haphazard arrangement and the lack of name and subject indexes. For instance, there is no key to the location in the volume of individual ports, vessels, ship owners, freight forwarders, etc. There is no subject key to the products mentioned in the manufacturers' section. Certainly half-titles and contents pages are given at the commencement of the sections, but these are not easy to locate and in a volume of this size indexes are essential. Perhaps some of the photographs that merely embellish the text could be omitted in future editions so as to make way for these features and thus avoid increasing the size and cost of volume. **Containerisation International's Container Guide, 1968-69,** by John C. Koster and Norman H. Tilsley (141 pages. National Magazine Co. Ltd., Chestergate House, Vauxhall Bridge Road, London SW1. £2 10s. soft cover, £2 15s. hard cover), is the other British publication. The sub-title describes it as 'a compendium of container facts, published for the professional traffic manager, freight forwarder and transportation consultant, designed also to serve as an efficient, up-to-date container guide for exporters and importers everywhere'. Basically the compilation will serve more as a basic reference book for containerization rather than as a directory. It contains information on containerization and what it is, advantages and disadvantages, terminology glossary, conversion tables, regulations for over-the-road use in various countries, documentation, insurance etc. The small directory section consists of an alphabetical list of world ports, with the names of shipping companies operating from them. There is also a list of world container ports arranged in a broad geographical basis, indicating the number of cranes available at each port and their capacity. The information given under each item is brief, but in comparison with *Jane's Freight Containers* indicates that both sources would need to be checked to obtain a more complete picture of the containerization activities at various ports. On the whole it can be said that the two publications complement rather than duplicate each other. The third directory, published in Norway in English, is **Container Vessels and Container Vessel Operators/Owners,** 1968 edition (74 leaves. A/S Shipping Consultants, Fridtjof Nansen pl.6, Oslo 1, about £8 5s. or Kr.140). The scope is international, and the volume is arranged in two parts Part one is a survey of operators/owners, arranged by name of company. For each company brief information is given on services, ports, vessels, address, and in some cases container sizes. The second part is devoted to four tables of container ships arranged either by vessel name or owner. The detailed information includes type, speed, size, dwt. tonnage, capacity, handling systems, age and, in the case of new buildings, conversions and projects, the builder and expected completion date. There is considerable overlap in the volume's scope with that of *Jane's Freight Containers*. Spot checking revealed some discrepancies between the two in the information provided on addresses and services of operators. The self indexing arrangement of the directory makes it easy to use. Summing up one can say that the directories tend to complement each other because their respective arrangements allow the inquirer to seek his information from various approaches, e.g. ports, vessels, operators. The main virtue of *Jane's Freight Containers* is the comprehensiveness of the coverage, although the particular item required may be difficult to extract. The *Container Guide* will be appreciated more as a fact book with a useful selection of directory information on operators and ports. The Norwegian *Container Vessels* is well arranged but its scope is not as good as *Jane's* and it is rather expensive for the method of production. All publishers expect to produce further editions in order to keep the compilations up to date.

How to Start Selling Consumer Goods Abroad, by T. R. Heatley. (150 pages. Business Books Ltd. £2 5s.) Mr. Heatley, with 40 years' experience in selling British goods to overseas buyers, has written this simple, straightforward book principally for the smaller manufacturer of consumer goods who, for one reason or another, has not bothered much about exports so far but who would like to have a go at it if it does not cost too much. It is intended to help those people, who cannot afford to suscribe to expensive foreign market research, to find out what a given market wants, when to offer the right products, and how to contact and deal with buyers during their visits to this country. Foreign representation, selling trips abroad, and the qualities desirable in an export salesman are among other topics dealt with. The book does not contain factual information about the mechanics of exporting; it is concerned more with getting export orders in the first place than dealing with them after they have been signed. An appendix containing names and addresses of government departments and other organizations which can help the novice in starting to sell abroad unfortunately falls into some confusion over Board of Trade addresses.

Investment Hong Kong. (93 pages. Available free from Hong Kong Trade Development Council. 55/58 Pall Mall, London SW1.) Foreign investment in Hong Kong is now running at a higher level than anywhere else in Asia and the colony is obviously a very attractive proposition for potential investors, particularly as it combines an export trade which is the highest per capita in Asia with low wages, ample skilled labour and a lack of trade restrictions. This guide has been published to answer inquiries from businessmen considering Hong Kong as a site for industrial investment, and gives detailed information on land and buildings, labour, finance and taxation, power, water and communications and the factors affecting the setting up of a factory or commercial organization. Information is also included on standards, trade marks and protection of patents and designs, as well as a guide to services offered by various trade organizations such as the Chambers of Commerce and similar trade bodies.

Productivity Now, by J. Butterworth. (148 pages. Pergamon Press. £1 10s. hard cover; 21s. flexi cover). 'Despite 20 years of emphasis on our national need for higher productivity, it was apparent even in 1962-63. "National Productivity Year", that the real nature of our industrial problem in this country is not yet understood' are Dr. Butterworth's opening words. The main contention of his book is that without further special capital investment or additional resources the vast majority of firms in Britain are capable of productivity increases sufficiently large not only to meet the pressure of wage demands but also to increase profitability and enable the goods or services to be marketed more competitively. He expresses the view that quite large improvements in output per man hour are possible, in the short term, with little capital expenditure, if management will concentrate on actively controlling the organizations – by collecting the right kinds of information, analysing it scientifically, and effecting change through cooperation with their labour force. The author demonstrates the validity of this opinion in eight detailed case studies on productivity problems which, in fact, make up the greater part of his book. These deal with a warehouse, a small family firm, a university library, a hospital, the building industry, a large supermarket in the north of England, a slipper firm, and a furniture factory.

Other Publications

BRITAIN: AN OFFICIAL HANDBOOK. 1969 edition. Central Office of Information. 518 pages. Available from HMSO, 32s. 6d.

BRITISH STOCK MARKET EXPECTATIONS, JANUARY 1969. *Expectations Series*. 20 pages. Econtel Research Ltd., Bridge House, 181 Queen Victoria Street, London EC4. 21s.

Board of Trade Journal Index—correction

IN the Index to the *Board of Trade Journal*, vol. 195, July-December 1968, published as an insert in this week's issue the following printer's errors should be corrected.

Page vii, under ECONOMICS, insert after the entry beginning 'Scarcity challenged':

Studies in maritime economics, (BN) 314
Theory of economic development in the history of economic thought, (BN) 1109.

Page vii, the entries under ECUADOR and the following two lines should read:

ECUADOR
Import duties: tariff changes, 1028
Import regulations: oils and fats, 520
Trade agreement with Rumania, 1491
EDUCATION
(*see also* COMMERCIAL EDUCATION, INDUSTRIAL TRAINING)

Page xvii, for the reference TOBAGO *see* TRINIDAD (following the heading 'TITANIC') substitute the heading TOBACCO.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
Feb. 12	**Aircraft equipment, miscellaneous stores**	**The County Hall, Botchergate, Carlisle**	**Harrison & Hetherington (Dept. L), Botchergate, Carlisle (Tel. 26292).**

Aircraft instruments and spares including, auto pilot gyro units, air blowers, altimeters, air speed indicators, fuel tanks, etc.; electronic valves; radio receivers; oscilloscopes; Avery weighing scales; 10 Mikroma 16 mm. miniature cameras with Meopta Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; electronic multimeters; 2- and 4-way pallets; rack assemblies; various power units; electric cable; electric motors; hand tools; canvas curtains; GS haversacks; motor transport spares; machine tools; various hosing, etc.

Feb. 18	**Technical and miscellaneous stores**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds L52 8JH (Tel. 0532 20898).**

Fork lift trucks; compressors; generators; charging sets; lathes; milling machines; shaping machines; grinding machines; saws; weighing machines; MT assemblies, spares and equipment; trailers; transporting and lifting equipment; electric cable; electric, wireless and signal equipment and spares; testing instruments; pneumatic tools; tools and tool kits; tyres; fire fighting equipment; ambulance stretchers; storehouse trucks; dexion racking; binoculars; Mikroma 16 mm. miniature cameras with Meopta Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; safes; wood and metal boxes; gravity roller conveyor; ironmongery; household and kitchen equipment; Nissen Huts; textiles including, respirator and webbing haversacks; tents; carpets; rugs; curtains; ground sheets; web equipment; kit bags; rope; rags; camping equipment; mattresses; palliasse and bolster cases; sandbags; clothing including, battledress; raincoats; greatcoats; gauntlets; ankle boots and shoes; firemen's clothing; furniture including, chairs; tables; wardrobes; lockers; beds; desks; forms; dressing chests; bedside tables, etc., and large quantities of miscellaneous stores.

Feb. 25-28	**Vehicles, earth moving and lifting equipment**	**Ordnance Storage & Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. 54272).**

Limousine, saloons and estate cars including, Morris 'Minor 1000'; 'Mini Minors'; 'Oxford Farinas' and Commercial utility vans; Land Rovers; Bedford 'Utilecons'; Ford 'Populars'; 'Anglias'; 'Consuls'; 'Zephyrs'; 'Cortinas'; Hillman 'Huskys'; Standard 'Ensign' estates; Humber 'Hawks'; Vauxhall 'Victors'; trailers; tankers; strucks; breakdown and heavy duty vehicles, including Mack tractors, cranes; angledozers; scrapers; dumpers; hydraulic tippers; coaches and many other types of vehicles.

March 4-5	**Miscellaneous stores**	**Youth Club Building (adjacent to Indoor Bowling Green) Riverside, Chatham.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-709 0101).**

Machine tools; MT spares; tar/bitumen distributor; Mastic asphalt mixer; radar, wireless and electrical equipment and spares; non-ferrous metals; field telephone sets; Longine and Omega wrist watches; sizal and manilla rope; diesel driven alternators; scrap batteries; tyres; scrap rubber; wood packing cases; furniture; clothing including firemen's and firewomen's clothing and large quantities of general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

NISSEN HUTS

A large number of Nissen Huts 16 ft. by 36 ft. and 24 ft. by 66 ft. are to be sold at the Ministry of Defence auction sale to be held at Barlow on February 18. Catalogues, price 1s. 0d. (postal order only) from the auctioneers; Bartle & Son, 52 Merrion Street, Leeds L52 8JH.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

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The Union Discount Company of London, Limited and Subsidiary Companies

CONSOLIDATED BALANCE SHEET, 31st DECEMBER, 1968

LIABILITIES

	£	£
CAPITAL		
Issued		7,500,000
RESERVE		4,000,000
		11,500,000
PROFIT AND LOSS ACCOUNT ..		1,218,322
		12,718,322
CURRENT LIABILITIES:		
LOANS secured on assets of the Company	381,074,566	
DEPOSITS, OTHER LIABILITIES AND RESERVE FOR CONTINGENCIES	14,805,232	
MINORITY INTERESTS	38,597	
PROPOSED FINAL DIVIDEND ..	562,500	
		396,480,895

Notes:
(1) There is a contingent liability in respect of Bills re-discounted (excluding Treasury Bills) of £15,683,681 (1967—£20,319,400).
(2) The amount now recoverable in respect of income tax suffered in excess of taxation upon profits to date has been included in Loans and Amounts Receivable.

£409,199,217

CURRENT ASSETS	£	£
CASH AT BANKERS AND IN HAND		5,368,940
BILLS DISCOUNTED less rebate and reserve:		
British Government Treasury Bills ..	124,563,257	
Commercial and other bills	84,768,526	
		209,331,783
STERLING NEGOTIABLE CERTIFICATES OF DEPOSIT at less than cost		6,973,070
SECURITIES:		
(a) Quoted, at less than market value: British Government, Corporation, Local Authority and Commonwealth Government bonds	163,863,005	
(b) Unquoted, at less than cost: British Corporation and Local Authority mortgages and bonds ..	14,396,845	
		178,259,850
OTHER QUOTED INVESTMENTS at less than Market Value		1,658,471
LOANS AND AMOUNTS RECEIVABLE		7,420,152
		409,012,266
FIXED ASSETS		
FREEHOLD PREMISES, furniture and fittings at cost less amounts written off		186,951
		£409,199,217

39, CORNHILL, LONDON, E.C.3.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+345	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133	133	171	165	132	101	173	130	166	203	186	+104	— 40	—30	+10
1968						104									+90
1967															
1st quarter	133	132	167	161	129	100	167	130	163	192	179	+ 32	— 15	— 7	+14
2nd quarter	133	133	169	162	129	100	176	136	174	200	185	+ 45	+ 8	—11	+14
3rd quarter	134	133	173	166	132	102	174	128	164	207	190	— 25	— 11	—16	—20
4th quarter	134	135	174	170	135	104	174	128	163	211	192	+ 59	— 22	+ 5	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	125	183	210	194	—119	—140	+ 7	+46
2nd quarter	135	138	181	170	130	102	174	125	168	216	189	+ 90	+ 59	+15	Nil
3rd quarter	138	140	184	175	134	103	176	131	181	210	184	+ 72	+ 33	+17	+ 5
4th quarter						104									+39
1968															
June		139				103									
July		140				102									
August		141				104									
September		139				102									
October		141*				103									
November		142*				106									
December						104									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1954	1954	Jan. 31, 1956				1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—	Series shown in thousands			3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1968			125·0	+4·7	123·5*	141·0*	187·2	543	189		206*	190*	
1967													
1st quarter	149	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	146	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—175
2nd quarter	138	125	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—152
3rd quarter	138	128*	125·7	+5·6	122·1	141·6	187·6	580	182		209	196	— 80
4th quarter			127·2	+5·6	123·7*	142·1*	190·7	533	210		211*	199*	
1968													
June	138	125	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	138	123*	125·5	+5·3	121·9	141·6	187·0	580	180		210	188	
August	139	126*	125·7	+5·7	121·8	141·6	187·6	585	179		209	199	
September	138	128*	125·8	+5·9	122·5	141·7	188·2	575	186		208	201	
October	140*	126*	126·4	+5·6	122·9	141·9	188·5	551	195		210	194	
November	140*	126*	126·7	+5·2	123·8*	142·1*	190·4	529	211		217	207	
December			128·4	+5·9	124·5*	142·2*	193·1	520	225		207*	190*	
1969													
January								506*	208*				

*Provisional. †Not seasonally adjusted.

The UK computer market during the first nine months of 1968

Deliveries continue upward trend

PROVISIONAL RESULTS for the third quarter of 1968 of the Ministry of Technology inquiry into the United Kingdom computer market show an advance to the highest level yet recorded.

Deliveries of British-made digital computing systems were nearly £22 million in the third quarter while deliveries of factored systems were over £11 million. Home market deliveries were over £14 million for British-made machines and over £11 million for factored. In addition, exports of British-made machines reached £7½ million. All these figures were the highest quarterly figures recorded since this inquiry began in 1966 – and it is unlikely they were exceeded prior to that.

The third quarter is normally the highest of the year, and it is valid therefore to compare the three quarters of 1968 with the corresponding three quarters of 1967 for all computers and peripheral equipment.

Deliveries of computer hardware £ million

	British-made			Factored			All Machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
3 quarters 1967	42·1	26·1	68·2	21·3	1·3	22·6	63·4	27·4	90·8
3 quarters 1968	55·2	28·0	83·2	29·3	0·8	30·1	84·5	28·8	113·3
Change £m.	+13·1	+1·9	+15·0	+ 8·0	—0·5	+ 7·5	+21·1	+1·4	+22·5
Change %	+31	+7	+22	+38	—38	+33	+33	+5	+25

It will be observed that deliveries to the home market increased by one-third although factored equipment increased rather more than British-made. The increase in export deliveries was wholly due to British-made machines and this trend may be expected to continue.

Total output in the United Kingdom including repair and maintenance work on imported machines, reached a record level of almost £36 million in the third quarter, excluding the contribution to United Kingdom output of the marketing expenditure in the United Kingdom included in the value of the factored machines delivered in this country.

Tables 1, 2 and 3 herewith, all expressed in terms of current prices, show full quarterly details since the inception of the computer inquiry

More very large systems delivered

Many firms give supplementary information about the size of systems delivered, in addition to the number and value. The consolidated figures are:

Digital computer systems delivered third quarter 1968

Price Range	Home		Export	
	No.	Value £'000	No.	Value £'000
Less than £5,000	30	85		
£5,000–£19,000	76	962	21	159
£20,000–£49,000	28	884	7	305
£50,000–£119,000	51	4,135	47	3,692
£120,000–£249,000	17	3,307	12	1,912
£250,000–£499,000	10	3,074	2	571
£500,000–£999,000	3	2,061		
More than £1,000,000	2	2,631		
Unclassified	160	8,258	158	875
Total	377	25,397	247	7,514

It will be seen therefore, that half the systems delivered to the home market were in the ranges below £20,000, as in previous periods. However, a feature of the third quarter of 1968 was the number of very large systems including, for the first time, two in excess of £1 million.

Orders on hand up by 14 per cent

The value of orders on hand at September 30, 1968 was very much higher (£29 million or 14 per cent) than at June 30, 1968.

Table 4 shows the full details, from which it is apparent that home orders on hand for British-made machines declined marginally while export orders on hand increased by nearly 16 per cent, at the same time the home orders on hand for factored machines leapt by nearly 38 per cent. It must be borne in mind, that the volume of orders is very variable from quarter to quarter.

The derived net new orders make this quite clear:

Net new orders for electronic computers £ million

	1967			1968		
	Home	Export	Total	Home	Export	Total
1st quarter	62·1	8·0	70·1	38·4	9·7	48·1
2nd quarter	27·8	11·0	38·8	23·2	14·1	37·3
3rd quarter	35·1	9·9	45·0	58·4	16·4	74·8
4th quarter	24·5	10·2	34·7			

Employment figures grow

Employment figures continue to increase steadily although not all the respondents to the inquiry are able to give actual numbers. The effects of some of the recent moves towards rationalization are starting to show through, however.

Notes:

The computer industry in this country consists of British manufacturers, the manufacturing subsidiaries of foreign companies and some concerns with only a selling function. In practice the manufacturing and selling functions are often combined. There are also some firms whose whole output is incorporated in that of others.

All these considerations are taken into account in the detailed analyses which appear in the attached tables, but it should be noted that the term 'factored' is used to describe the activities of those firms which sell equipment, as opposed to making it, and that most factored equipment is, in fact, imported.

The principle used throughout the computer inquiry is that only equipment interfaced with a computer is considered. Thus, data transmission equipment includes only the terminal and not the telecommunication links, while industrial electronic control equipment includes only the computing element without any of the associated telemetry, etc.

Peripheral equipment is an omnibus item which includes not only enhancements of existing systems but also all the input, output and storage equipment, much of which is made by specialists as well as by the main frame makers.

Repair and maintenance is an important item which governs the installation and upkeep of machines in the field, work which is carried out by skilled specialists. The values shown in Tables 1, 2 and 3 are not the totals for this activity but only that proportion which can be separately distinguished. The work shown in Table 3 is that carried out on factored machines in the United Kingdom only and does not include any work on machines returned overseas for repair. Similarly R & D in Table 3 relates only to work in the United Kingdom.

Goods sold to other United Kingdom computer manufacturers covers the cases mentioned above where the output of one firm is the input to another.

The amount involved is shown separately to avoid its being counted twice.

The values of deliveries for export of computers and peripheral equipment shown in Table 2 differ from the figures published in the Overseas Trade Accounts covering United Kingdom exports of these items. Similarly, the values of factored equipment in Table 3 differ from United Kingdom imports shown in the OTA. This is mainly due to the fact that production and trade are necessarily evaluated on different bases.

(Continued on next page)

UNITED KINGDOM COMPUTER MARKET, *continued*

Table 1. Total deliveries of electronic computers

£'000

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customers Account		Total Output		Goods sold to other U.K. Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1966 1st quarter	18,336	3,753	369	176	470	151	877	40	6,609	3,948	26,661	8,068	1,336	76	57	17	28,071	8,144	1,047
2nd quarter	20,118	4,849	270	86	531	146	1,523	140	6,831	3,824	29,273	9,045	1,561	81	60	17	30,911	9,126	1,053
3rd quarter	20,737	4,675	294	44	503	142	1,219	158	6,846	3,826	29,599	8,845	1,423	77	114	13	31,149	8,922	961
4th quarter	19,493	3,295	460	1	469	133	1,048	39	7,935	4,154	29,405	7,622	1,604	79	95	7	31,111	7,701	1,203
1967 1st quarter	17,114	5,067	375	86	531	157	716	31	7,171	3,140	25,907	8,481	1,590	77	102	2	27,601	8,558	1,648
2nd quarter	20,124	5,355	318	91	791	193	795	80	7,674	3,724	29,702	9,443	2,018	344	111	11	31,842	9,787	2,135
3rd quarter	26,596	6,518	239	57	728	160	612	74	7,011	2,664	35,186	9,473	2,365	251	111	29	37,691	9,724	1,869
4th quarter	24,937	5,887	615	59	1,483	328	428	148	8,975	3,483	36,438	9,905	2,601	398	142	34	39,215	10,325	2,831
1968 1st quarter*	19,264	4,134	525	90	1,179	293	1,031	564	9,219	2,780	31,218	7,861	2,650	82	26	30	33,924	7,943	2,150
2nd quarter*	25,540	6,707	263	3	1,267	234	1,079	223	8,045	2,702	36,194	9,869	2,581	227	13	113	38,901	10,096	2,556
3rd quarter*	32,911	7,514	470	42	1,381	288	1,699	313	9,640	2,940	45,921	11,097	3,650	230	7	37	49,615	11,327	3,398

*Provisional.

Table 2. Deliveries of electronic computers (British made)

£'000

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other U.K. Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1966 1st quarter	10,494	3,294	369	176	375	147	745	32	5,675	3,661	17,658	7,310	1,336	76	57	17	19,068	7,386	1,047
2nd quarter	11,434	4,387	270	86	440	146	1,398	140	6,362	3,705	19,904	8,464	1,339	81	60	17	21,320	8,545	1,013
3rd quarter	13,094	4,477	294	44	389	142	1,094	158	6,340	3,750	21,211	8,571	1,178	77	114	13	22,156	8,648	921
4th quarter	10,416	3,009	460	1	394	133	923	39	7,462	4,152	19,655	7,334	1,380	79	95	7	21,137	7,413	1,010
1967 1st quarter	12,381	4,645	342	86	465	157	716	31	5,974	3,082	19,878	8,001	1,338	77	102	2	21,320	8,078	1,262
2nd quarter	14,539	5,109	281	91	567	193	795	80	6,794	3,532	22,976	9,005	1,679	344	111	5	24,771	9,349	1,272
3rd quarter	17,635	6,198	239	57	660	160	612	74	6,236	2,643	25,382	9,132	2,035	251	111	22	27,550	9,383	1,166
4th quarter	17,826	5,464	590	59	1,156	328	428	148	7,905	3,471	27,905	9,470	2,254	398	142	34	30,335	9,890	1,801
1968 1st quarter*	15,774	3,754	525	90	912	293	1,022	564	6,212	2,768	24,445	7,469	1,865	82	26	30	26,366	7,551	1,586
2nd quarter*	18,282	6,399	234	3	731	234	1,054	223	6,368	2,617	26,669	9,476	2,161	227	13	113	28,956	9,703	1,469
3rd quarter*	21,832	7,514	470	42	735	283	1,699	313	7,367	2,940	32,103	11,092	3,187	230	7	37	35,334	11,322	2,344

Table 3. Deliveries of electronic computers (factored)

£'000

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance (a)		R & D on Customer Account		Total Output		Goods sold to other U.K. fr.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1966 1st quarter	7,842	459	—	—	95	4	132	8	934	287	9,003	758	—	—	—	—	9,003	758	—
2nd quarter	8,684	462	—	—	91	—	125	—	469	119	8,369	581	222	—	—	—	9,591	581	40
3rd quarter	7,643	198	—	—	114	—	125	—	506	76	8,388	274	245	—	—	—	8,633	274	40
4th quarter	9,077	286	—	—	75	—	125	—	473	2	9,750	288	224	—	—	—	9,974	288	193
1967 1st quarter	4,733	422	33	—	66	—	—	—	1,197	58	6,029	480	252	—	—	—	6,281	480	386
2nd quarter	5,585	246	37	—	224	—	—	—	880	192	6,726	438	339	—	—	6	7,071	438	863
3rd quarter	8,961	320	—	—	68	—	—	—	775	21	9,804	341	330	—	—	7	10,141	341	703
4th quarter	7,111	423	25	—	327	—	—	—	1,070	12	8,533	435	347	—	—	—	8,880	435	1,030
1968 1st quarter*	3,490	380	—	—	267	—	9	—	3,007	12	6,773	392	785	—	—	—	7,558	392	564
2nd quarter*	7,258	308	29	—	536	—	25	—	1,677	85	9,525	393	420	—	—	—	9,945	393	1,087
3rd quarter*	11,079	—	—	—	646	5	—	—	2,093	—	13,818	5	463	—	—	—	14,281	5	1,054

*Provisional. (a) Work done in United Kingdom only.

Table 4. Orders on hand for electronic computers and peripherals

£ million

	Of U.K. manufacture			Factored			Total		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1966 Dec., 31.	71·3	27·9	99·2	26·2	1·5	27·7	97·5	29·4	126·9
1967 March 31	86·5	27·7	114·2	55·7	1·2	56·9	142·2	28·9	171·1
June 30.	94·4	29·5	123·9	55·3	1·0	56·3	149·7	30·5	180·2
Sept. 30.	105·9	29·9	135·8	53·1	1·1	54·2	159·0	31·0	190·0
Dec. 31.	97·9	30·2	128·1	59·1	1·1	60·2	157·0	31·3	188·3
1968 March 31*	93·3	32·6	125·9	78·8	0·5	79·3	172·1	33·1	205·2
June 30*.	103·1	36·8	139·9	65·9	0·5	66·4	169·0	37·3	206·3
Sept. 30*	102·0	42·6	144·6	90·6	—	90·6	192·6	42·6	235·2

Table 5. Numbers employed in United Kingdom electronic computer industry

	R & D	Manufacturing	Sales	Other	Total
1966 December 31	3,600	15,300	4,700	12,200	35,800
1967 March 31	4,200	15,200	5,000	13,200	37,600
June 30	4,300	16,000	5,000	13,700	39,000
September 30	4,400	16,600	5,300	14,300	40,600
December 31	4,800	17,000	5,600	14,200	41,600
1968 March 31*	4,800	17,200	5,500	14,900	42,400
June 30*	4,900	18,100	5,300	16,300	44,600
September 30*.	5,300	17,900	5,500	17,000	45,700

*Provisional.

(*Continued on next page*)

Electronic capital equipment
Deliveries, R & D and Other Work

£ million

	1966		1967		1967 3rd quarter		1967 4th quarter		1968 1st quarter*		1968 2nd quarter*		1968 3rd quarter*	
	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export
1. Electronic computers and related equipment	74·8	31·4	94·4	35·3	25·0	9·1	27·7	9·3	23·4	6·9	25·6	9·3	30·4	10·8
2. Industrial Electronic Control equipment	49·4	9·7	42·5	9·4	10·6	2·4	11·9	2·8	13·1	3·2	12·6	2·9	13·2	3·1
3. Electronic measuring and testing equipment	31·3	13·7	36·8	15·3	9·2	3·7	10·4	4·4	11·2	4·4	9·7	4·3	11·3	5·1
4. Nucleonic instruments and controls	4·5	0·9	4·3	1·0	0·9	0·2	1·3	0·3	1·5	0·3	1·2	0·3	1·2	0·3
5. Public broadcasting and ancillary equipment	5·4	3·3	8·2	4·8	2·4	1·4	2·4	1·4	1·8	0·6	2·4	0·9	2·5	1·2
6. Radar and electronic navigational aid equipment	79·6	28·8	87·6	30·8	20·3	6·7	25·0	9·7	23·5	10·9	23·1	10·9	26·2	12·0
7. Radio communication equipment	42·2	17·3	38·4	17·5	8·1	3·8	10·5	4·4	9·6	3·5	10·1	4·0	11·6	5·4
8. Other electronic capital goods	27·3	6·2	36·2	9·0	7·9	1·8	10·8	1·8	10·1	2·7	8·9	2·2	7·8	2·6
9. Other work	16·1	2·6	18·6	3·1	4·8	0·6	5·3	1·2	5·4	0·5	5·8	0·7	7·4	1·0
Total deliveries	330·6	113·9	367·0	126·2	89·2	29·7	105·3	35·3	99·6	33·0	99·4	35·5	111|7	41·4
10. Research and development	43·2	2·1	43·0	2·6	10·0	0·5	11·4	1·1	10·9	0·9	11·0	0·8	10·4	0·5
Total output	373·8	116·0	410·0	128·8	99·2	30·2	116·7	36·4	110·5	33·9	110·4	36·3	122·1	41·9
11. Sales to other U.K. electronics manufacturers	6·8	—	8·3	—	1·8	—	2·5	—	3·0	—	3·1	—	4·0	—

*Provisional.

NOTES:
1. Items 2, 3, 4 above are derived from the Electronic Capital Equipment and from the Scientific Instrument inquiries.
2. Item 9 covers the installation and field maintenance of capital equipment.
3. Item 10 refers only to contract R & D. It does not include 'in-house' R & D for firms' own products.
4. Item 11 is already included as part of the output of these other manufacturers in Total Output.

Rise in output of electronic capital equipment continues

TOTAL OUTPUT (i.e. total deliveries plus research and development) of the Capital Equipment sector of the electronics industry was 11 per cent higher at £122 million in the third quarter of 1968 than in the second quarter (£110 million) according to the Ministry of Technology's provisional figures.

Exports up by 15 per cent in third quarter

Exports were over 15 per cent higher (£41.9 million against £36.3 million) and home output 8 per cent higher (£80.2 million against £74.1 million).

There were exceptionally large increases in deliveries of computers and radar/navaid equipment which between them now account for more than half of total deliveries of capital equipment while their share of export deliveries is more than 55 per cent. The attached table, in current prices throughout, gives full details of all electronic capital equipment.

Improvement in all sectors over first nine months of 1967

Because of the nature of the capital equipment sector deliveries in any quarter may be affected fortuitously by very large items. (For example two computer systems each exceeding £1 million were delivered in the third quarter.) In the table below the results of the first nine months of 1968 are compared with the first nine months of 1967, and the actual increase expressed as a percentage. It will be seen that there was an increase under each heading.

Total deliveries first nine months

	1967 £ million	1968 £ million	Change £ million	Change %
Computers	66·7	79·4	+12·7	+19
Control equipment	30·6	38·9	+ 8·3	+27
Measuring instruments	26·4	32·2	+ 5·8	+22
Nucleonic instruments	3·0	3·9	+ 0·9	+30
Broadcasting equipment	5·8	6·7	+ 0·9	+16
Radar and Navaid	62·6	72·8	+10·2	+16
Radio communications	27·9	31·3	+ 3·4	+12
Other goods	25·4	26·8	+ 1·4	+ 5
Other work	13·3	18·6	+ 5·3	+40
Total deliveries	261·7	310·7	+49·0	+19
R & D	31·6	32·3	+ 0·7	+ 2
Total output	293·3	343·0	+49·7	+17

Increase (+) or decrease (—)

Some of these increases are noteworthy. In particular, deliveries of Radar and Navaid Equipment are almost certain to have been close to £100 million for the full year, and Control Equipment deliveries to have more than recovered from the set back in 1967,

Further increase in orders on hand

Orders on hand at September 30, 1968 showed an increase over those of June 30. The most recent figures are:

(£ million)

	Home	Export	Total
December 31, 1967	319	157	476
March 31, 1968	318	172	490
June 30, 1968	333	186	519
September 30, 1968	335	197	532
Change September on June 1968	+2	+11	+13
Percentage	neg	+ 6	+ 2

Despite orders for computers of £145 million, of which £43 million were for export, included in the above, there was a slowing down in the rate of increase of orders on hand, especially for the home market.

Slight rise in employment totals

At September 30, 1968 the Capital Equipment sector employed 143,000, of whom 45,700 were in the computer industry. These figures represented a slight increase from those of June 30.

Note:
Fuller details of deliveries of individual types of equipment are circulated to respondents to the inquiry and are available, on request, from the Industrial Statistics Branch of the Ministry of Technology (Tel. 01-799 5688, Ext. 104).

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Retail sales in December

THE VOLUME of retail sales in the fourth quarter of 1968 was, after allowing for seasonal influences, 1 per cent higher than in the third quarter, thus maintaining about the same rate of increase as was recorded between the second and third quarters of the year, to reach a level much the same as in the fourth quarter of 1967. After high sales in the first quarter there was a marked drop in the second quarter, which was followed by a modest recovery. The total effect of these changes was that the volume of trade in the second half of 1968 was about the same as in the first half and nearly 1 per cent higher than in the second half of 1967.

The seasonally adjusted index of the volume of retail trade in December was 104 (1966=100), a fall of 2 points from the abnormally high November figure but only marginally less than the average of October and November; this index compares with 103 in the third quarter and 102 in the second quarter.

Most of the increase in the volume of retail sales between the third and fourth quarters was attributable to the two-and-a-half per cent increase in the volume of the sales of food shops, in which their increased volume of sales of tobacco and alcoholic drink was a major factor. There was only a marginal increase in the volume of sales of non-food shops between these quarters, due to a 1 per cent increase in the volume of sales of clothing and footwear shops and a small increase in the sales of 'other non-food shops'; there was no change in the volume of sales of durable goods shops between these two quarters.

VALUE OF SALES

Food shops

The value of sales of food shops increased by 6 per cent between the fourth quarters of 1967 and 1968, which was a larger increase than had occurred for the first three quarters of the year. This was due to an incease in the sales of grocers, and to a lesser extent, the sales of off-licences. Most other kinds of business showed much the same rate of increase in the fourth quarter compared with a year earlier as had prevailed in the first three quarters of the year.

Clothing and footwear shops

The value of sales of clothing and footwear shops showed an increase of 5 per cent between the fourth quarters of 1967 and 1968 about half of which was accounted for by price increases over this period. The increase in the value of sales was marginally less than the average rate of increase in the previous three quarters, compared with the same quarters of 1967. This relationship prevailed in both men's wear and women's wear shops, but footwear shops, largely because of the exceptionally high sales in November showed an increase of 5 per cent between the fourth quarters of 1967 and 1968, compared with 3 per cent over the comparable period in the first three quarters of the year.

Durable goods shops

The value of cash sales of durable goods shops, after allowing for seasonal influences, remained steady in the last three months at a level about 3 per cent higher than in the third quarter, whereas the corresponding value of instalment credit sales had by December fallen by about 8 per cent from the level prevailing before the announcement of the new restrictions at the beginning of Novmber.

The value of sales of durable goods shops in December 1968 was much the same as in December 1967, when sales, it will be recalled, were beginning their marked rise. Prices are estimated to have risen by 5 per cent over this period.

Radio and television rental specialists reached a figure 13 per cent greater than the high December 1967 level. There were small decreases in the sales of furniture shops and radio and electrical goods shops for which the fall in instalment credit sales was responsible.

Other non-food shops

The sales of department stores showed an increase of 5 per cent between the fourth quarters of 1967 and 1968, compared with an increase of 7 to 8 per cent in the second and third quarters, and 14 per cent in the first quarter over the sales of the comparable periods a year earlier. The increase in turnover between December 1967 and 1968 was only 2 per cent; only in department stores located in Central London and the West End were substantially larger increases recorded.

Mail order sales increased by 8 per cent between the fourth quarters of 1967 and 1968, much the same rate of increase as had on average prevailed in the first three quarters of the year.

The value of the sales of miscellaneous non-food shops showed an increase of 5 per cent between the fourth quarters of 1967 and 1968 compared with an average increase of 8 per cent over the first three quarters, compared with the corresponding quarters of 1967. The value of sales of confectioners, tobacconists and newsagents increased by only 3 per cent between each of the three months in the fourth quarter of 1967, and the corresponding months of 1968. It is estimated that by December 1968 price increases were sufficient to convert the increase in the value of retail sales to a fall in the volume of goods sold by these shops approaching 8 per cent below December 1967.

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1968 1st quarter	106	101	110
2nd quarter	102	101	102
3rd quarter	103	102	103
4th quarter	104	104	104
1968 3 months – July to September	103	102	103
3 months – October to December	104	104	104
Percentage change	+2	+2	Nil
1968 January	104	100	108
February	105	101	110
March	107	102	112
April	102	102	103
May	100	101	100
June	103	101	104
July	102	101	103
August	104	102	106
September	102	103	102
October	103	103	102
November	106	106	106
December	104	104	104

Table 2. Value of retail sales seasonally adjusted (*)

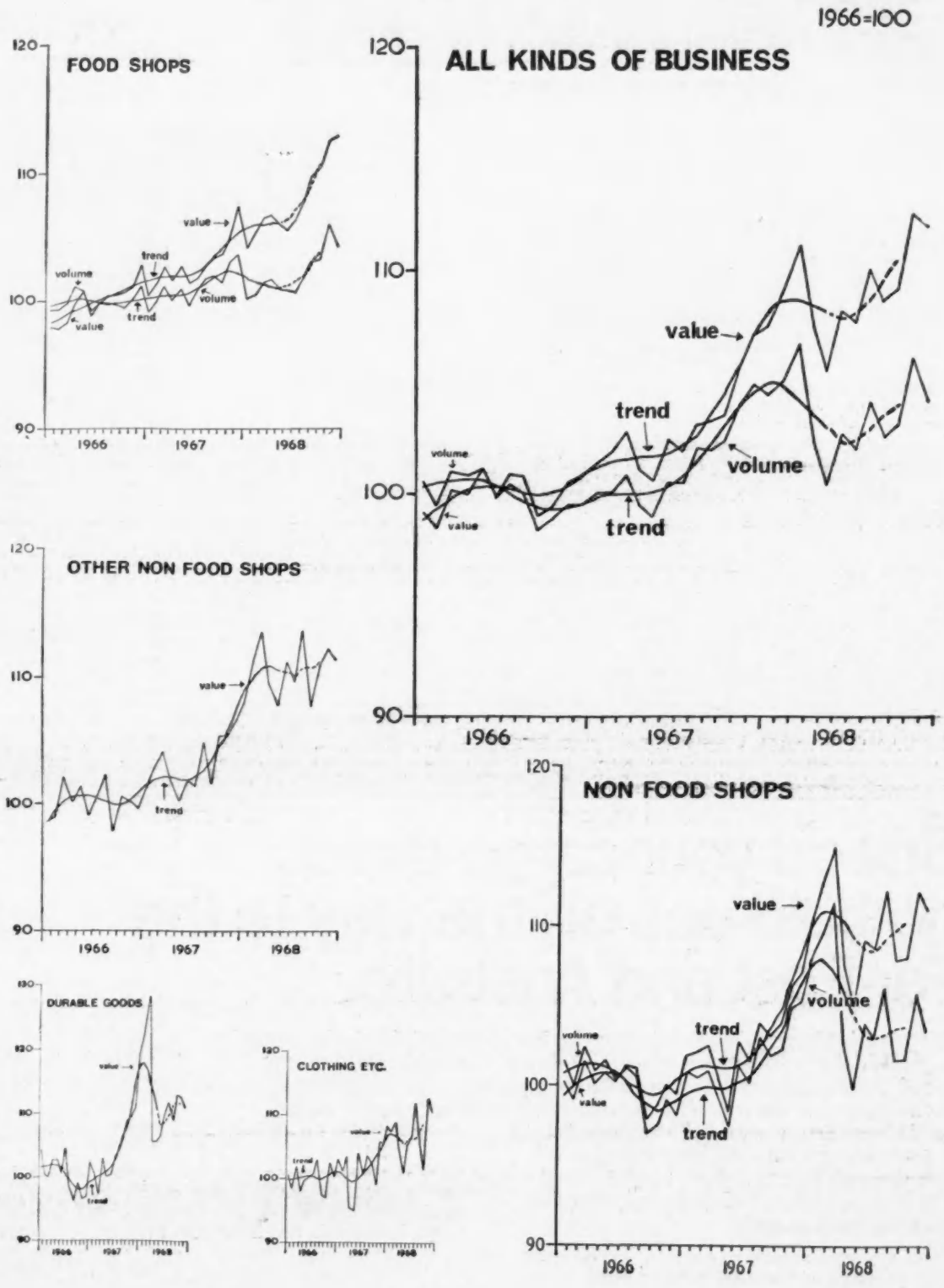
Index number of value of sales per week (current prices) (a)

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quarter	106	106	106	104	110	106
1968 1st quarter	109	106	113	108	124	111
2nd quarter	107	106	108	104	106	110
3rd quarter	109	108	109	108	110	110
4th quarter	111	112	110	108	112	111
1968 3 months – July to September	109	108	109	108	110	110
3 months – October to December	111	112	110	108	112	111
Percentage change	+2	+4	+1	+1	+2	+1
1968 January	108	104	111	108	119	108
February	109	105	113	107	122	111
March	111	106	115	109	128	113
April	107	107	108	106	105	109
May	106	106	105	101	105	108
June	108	106	109	105	106	111
July	108	106	109	106‡	110	109
August	110	108	112	112	112	114
September	109	110	108	106	109	108
October	109	111	108	102	113	111
November	112	113	112	113	112	112
December	112	113	111	111	111	111

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

(‡) Revised figures.



(Continued on page 343)

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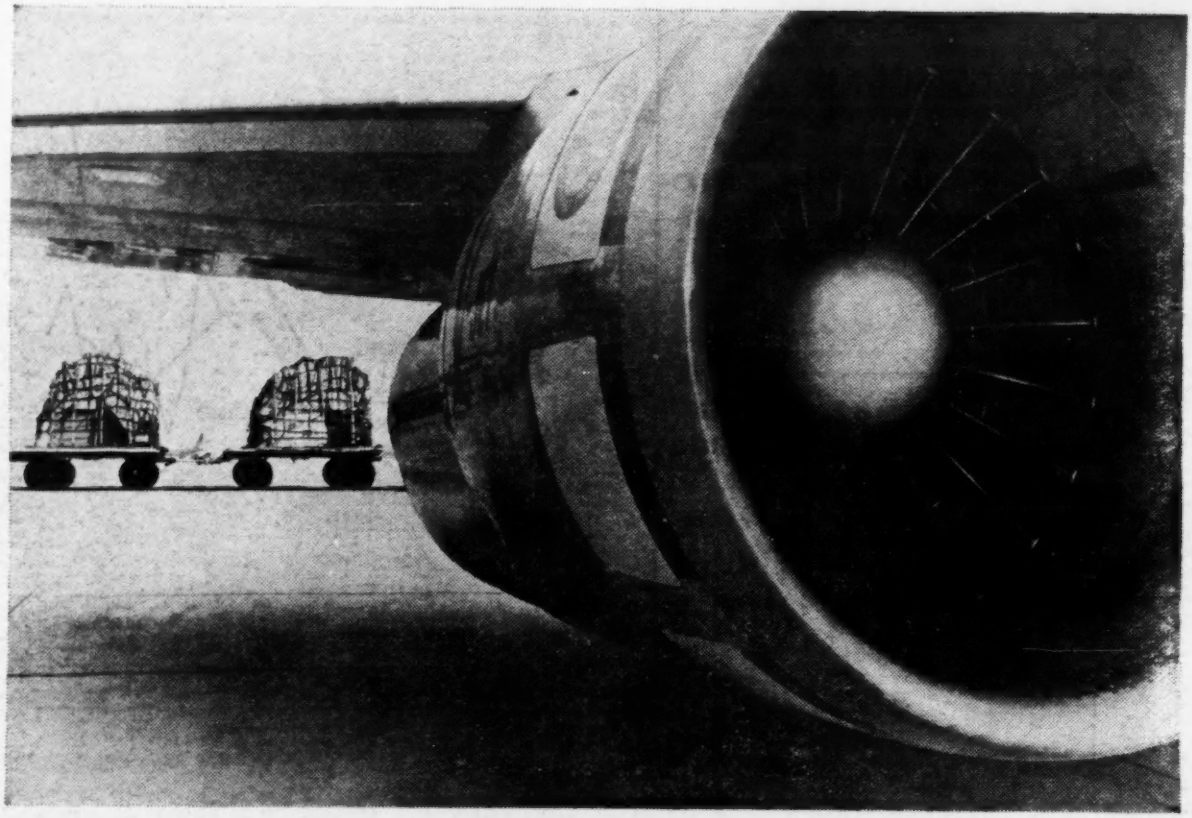

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RETAIL SALES, *continued*

Table 3. Summary table

Index numbers of sales per week and percentage changes on a year earlier (a)

(i) Value (at current prices)

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
All Kinds of Business (£11,372 million)	1966	100	92	97	97	114	92	89	94	97	100	96	100	96	96	101	106	130
	1967	103	94	98	100	120	94	92	96	98	99	98	101	99	99	105	111	138
	1968	109	101	104	106	126	99	98	104	104	103	105	107	105	105	111	118	145
	1967	+3	+3	+1	+3	+5	+2	+3	+2	+1	—1	+2	+1	+2	+4	+4	+5	+6
	1968	+6	+7	+6	+6	+5	+6	+7	+8	+6	+4	+7	+6	+7	+5	+5	+7	+4
Analysis by kind of business:																		
Food Shops (£4,952 million)	1966	100	96	99	98	106	96	96	97	100	100	98	99	99	96	99	102	116
	1967	103	100	101	100	111	98	99	101	102	102	100	101	102	99	102	106	122
	1968	110	103	106	105	117	102	103	105	107	105	105	105	107	105	108	113	128
	1967	+3	+4	+2	+2	+4	+3	+4	+4	+2	+2	+2	+2	+2	+3	+3	+4	+4
	1968	+5	+4	+4	+5	+6	+4	+4	+4	+5	+2	+5	+4	+5	+6	+7	+7	+5
Non-Food Shops (£6,420 million)	1966	100	88	96	96	120	89	83	92	94	99	95	101	94	95	102	109	142
	1967	103	90	96	99	127	90	85	92	94	97	97	101	96	100	107	116	152
	1968	108	99	103	106	133	97	94	104	101	102	105	108	104	105	112	122	158
	1967	+3	+2	Nil	+3	+6	+1	+3	+1	Nil	—3	+2	Nil	+2	+5	+5	+6	+7
	1968	+7	+10	+7	+7	+5	+8	+10	+12	+8	+6	+8	+7	+8	+5	+5	+6	+4
Clothing and Footwear Shops (£1,727 million)	1966	100	83	98	95	124	88	73	86	93	105	97	101	92	93	101	109	154
	1967	102	84	97	97	129	90	75	87	91	100	100	101	92	98	103	112	162
	1968	107	89	104	102	135	94	80	92	101	101	108	106	100	101	106	120	169
	1967	+2	+2	—1	+2	+4	+2	+3	+1	—3	—5	+3	Nil	Nil	+5	+2	+3	+5
	1968	+6	+6	+6	+6	+5	+5	+6	+6	+11	+1	+7	+6	+8	+4	+3	+7	+5
Durable Goods Shops (£1,176 million)	1966	100	96	95	97	112	103	92	93	95	97	94	104	93	95	106	108	119
	1967	104	94	94	102	125	100	92	90	95	94	93	103	98	104	116	122	136
	1968	113	116	99	108	128	117	112	119	98	99	99	110	106	107	121	126	136
	1967	+4	—2	—1	+5	+12	—2	Nil	—3	Nil	—3	—1	—1	+6	+9	+10	+13	+14
	1968	+9	+24	+5	+6	+2	+16	+22	+32	+3	+6	+6	+7	+8	+3	+4	+3	Nil.
Miscellaneous Non-Food Shops (£2,542 million)	1966	100	88	95	99	118	85	86	93	95	96	95	101	100	96	98	103	144
	1967	103	91	96	101	123	86	89	96	96	95	97	101	102	100	101	108	153
	1968	110	97	104	109	130	91	95	103	104	103	105	109	111	107	107	114	160
	1967	+3	+3	+1	+2	+5	+1	+3	+4	Nil	—1	+2	+1	+2	+3	+3	+5	+6
	1968	+7	+7	+9	+8	+5	+6	+7	+7	+9	+9	+9	+8	+9	+7	+5	+6	+5
Department Stores (£544 million)	1966	100	87	92	95	125	100	74	88	93	96	89	112	82	92	102	114	153
	1967	104	88	93	99	135	101	75	87	92	95	92	111	86	99	109	123	166
	1968	112	100	99	107	141	112	86	100	99	99	99	123	94	104	116	131	170
	1967	+4	+1	Nil	+4	+8	+1	+2	Nil	—1	—1	+3	—1	+4	+7	+7	+8	+9
	1968	+8	+14	+7	+8	+5	+11	+14	+15	+7	+4	+8	+11	+9	+5	+7	+7	+2
Mail Order Businesses (£431 million)	1966	100	88	96	87	129	62	87	110	88	107	93	80	81	98	121	140	127
	1967	106	93	101	91	140	73	98	104	101	106	98	84	85	101	134	146	138
	1968	115	102	109	95	151	77	106	119	102	113	111	89	91	104	143	163	149
	1967	+6	+5	+6	+4	+8	+17	+12	—5	+14	—1	+5	+4	+6	+4	+11	+5	+9
	1968	+8	+10	+8	+5	+8	+6	+9	+14	+2	+7	+14	+6	+7	+3	+7	+11	+8
Analysis by form of organization:																		
Independents (£5,596 million)	1966	100	94	98	99	110	96	91	94	98	99	97	101	99	96	99	102	125
	1967	102	95	98	100	114	96	93	96	97	98	98	102	100	98	101	105	131
	1968	106	100	102	105	118	100	98	102	103	101	102	106	106	103	105	110	134
	1967	+2	+2	Nil	+1	+4	+1	+2	+2	Nil	—1	+1	Nil	+1	+3	+2	+3	+5
	1968	+4	+5	+4	+5	+3	+4	+5	+6	+5	+3	+5	+4	+6	+4	+4	+4	+2
Multiples (£3,805 million)	1966	100	88	97	97	118	87	86	91	96	100	96	99	96	95	101	108	139
	1967	106	93	101	102	128	91	91	97	99	101	101	102	102	102	108	117	152
	1968	116	103	110	111	138	99	101	108	109	108	111	112	111	111	117	128	164
	1967	+6	+6	+3	+6	+9	+5	+6	+6	+3	+1	+5	+3	+5	+8	+7	+9	+9
	1968	+9	+11	+9	+9	+8	+9	+11	+12	+10	+6	+10	+9*	+10	+9	+8	+9	+8
Co-operative Societies (£996 million)	1966	100	98	100	95	108	98	96	99	100	103	96	96	93	96	98	105	118
	1967	98	95	97	93	107	95	94	97	97	99	94	94	90	95	97	104	119
	1968	100	97	97	95	112	96	95	100	96	99	96	95	92	98	102	109	123
	1967	—2	—3	—3	—2	Nil	—3	—3	—2	—3	—4	—2	—3	—2	—1	—1	—1	+1
	1968	+2	+2	Nil	+2	+4	+1	+1	+3	—1	Nil	+1	+2	+1	+3	+5	+5	+4
Department Stores (£544 million)	1966	100	87	92	95	125	100	74	88	93	96	89	112	82	92	102	114	153
	1967	104	88	93	99	135	101	75	87	92	95	92	111	86	99	109	123	166
	1968	112	100	99	107	141	112	86	100	99	99	99	123	94	104	116	131	170
	1967	+4	+1	Nil	+4	+8	+1	+2	Nil	—1	—1	+3	—1	+4	+7	+7	+8	+9
	1968	+8	+14	+7	+8	+5	+11	+14	+15	+7	+4	+8	+11	+9	+5	+7	+7	+2

*Revised figures.

(*Continued on next page*)

RETAIL SALES IN DECEMBER, *continued*

Table 3 – *continued*

(i) Value (at current prices) – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Mail Order Businesses (£431 million)	1966	100	88	96	87	129	62	87	110	88	107	93	80	81	98	121	140	127
	1967	106	93	101	91	140	73	98	104	101	106	98	84	85	101	134	146	138
	1968	115	102	109	95	151	77	106	119	102	113	111	89	91	104	143	163	149
	1967	+6	+5	+6	+4	+8	+17	+12	−5	+14	−1	+5	+4	+6	+4	+11	+5	+9
	1968	+8	+10	+8	+5	+8	+6	+9	+14	+2	+7	+14	+6	+7	+3	+ 7	+11	+8

(ii) Volume (at average 1966 prices)

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
All Kinds of Business (£11,372 million)	1966	100	93	97	97	113	93	90	95	97	100	96	100	96	95	100	105	129
	1967	101	93	97	98	118	93	90	95	96	97	96	100	97	98	104	109	135
	1968	104	98	99	100	118	97	95	101	99	98	99	101	99	99	104	111	135
	1967	+1	Nil	−1	+2	+4	−1	Nil	Nil	−1	−2	+1	Nil	+2	+4	+3	+4	+5
	1968	+2	+5	+2	+1	Nil	+4	+5	+6	+3	+1	+3	+1	+2	+1	+1	+2	−1
Food Shops (£4,952 million)	1966	100	98	99	98	106	97	98	99	101	100	97	98	99	96	99	101	115
	1967	101	99	99	99	108	97	98	100	100	100	97	99	101	98	101	104	117
	1968	102	99	100	100	110	98	99	100	101	99	99	99	101	99	103	107	118
	1967	+1	+1	Nil	+2	+2	Nil	+1	+1	−1	Nil	+1	+1	+2	+2	+2	+3	+2
	1968	+1	+1	+1	Nil	+2	+1	+1	Nil	+1	−1	+2	Nil	Nil	+1	+2	+3	+1
Non-Food Shops (£6,420 million)	1966	100	89	96	96	118	90	84	93	95	100	95	101	93	94	101	108	140
	1967	102	88	95	98	125	89	84	91	93	95	95	100	95	99	106	114	150
	1968	105	97	98	100	125	96	92	101	97	97	99	103	98	99	106	115	148
	1967	+2	−1	−2	+2	+6	−1	Nil	−2	−2	−4	+1	−1	+2	+5	+4	+5	+7
	1968	+3	+9	+3	+2	Nil	+7	+9	+11	+4	+2	+4	+3	+3*	Nil	Nil	+1	−1

*Revised figures.

Table 4. Analysis by detailed kinds of business and by form of organization

Index numbers of values of sales per week, and percentage changes on a year earlier (a)

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Food Shops	1966	100	96	99	98	106	96	96	97	100	100	98	99	99	96	99	102	116
	1967	103	100	101	100	111	98	99	101	102	102	100	101	102	99	102	106	122
Food Shops, Total (£4,952 million)	1968	108	103	106	105	117	102	103	105	107	105	105	105	107	105	108	113	128
	1967	+3	+4	+2	+2	+4	+3	+4	+4	+2	+2	+2	+2	+2	+3	+3	+4	+4
	1968	+5	+4	+4	+5	+6	+4	+4	+4	+5	+2	+5	+4	+5	+6	+7	+7	+5
Independents (£2,530 million)	1966	100	97	99	99	105	97	95	97	100	100	98	101	101	96	98	100	114
	1967	102	99	100	100	107	99	98	101	101	101	100	102	102	98	100	102	117
	1968	104	101	102	104	110	101	101	102	104	102	102	103	106	102	103	106	119
	1967	+2	+3	+1	+1	+2	+2	+3	+3	+1	+1	+2	+1	+1	+1	+1	+2	+3
	1968	+3	+2	+2	+3	+3	+2	+2	+2	+3	+1	+2	+2	+4	+4	+4	+4	+2
Multiples (£1,648 million)	1966	100	94	99	97	110	92	94	95	100	100	97	97	98	96	100	104	124
	1967	107	101	104	104	121	98	102	103	105	106	103	102	105	103	108	114	135
	1968	118	110	114	114	135	106	110	112	116	112	113	114	114	114	120	129	151
	1967	+7	+8	+6	+7	+9	+7	+8	+9	+5	+5	+6	+6	+7	+7	+8	+11	+9
	1968	+10	+8	+9	+10	+12	+8	+8	+9	+11	+6	+11	+10	+8	+11	+10	+13	+11
Co-operative Societies (£774 million)	1966	100	100	101	95	104	99	101	101	102	103	98	95	94	96	98	101	110
	1967	99	99	99	94	103	97	99	100	100	101	96	94	92	95	97	101	110
	1968	101	99	99	96	109	97	98	100	99	101	98	96	94	98	103	107	115
	1967	−1	−2	−2	−2	Nil	−2	−2	−1	−2	−3	−1	−2	−2	−1	−1	−1	+1
	1968	+2	Nil	+1	+2	+6	Nil	Nil	Nil	−1	+1	+1	+2	+1	+3	+7	+6	+4

Table 4 – *continued*

1966 = 100

KIND OF BUSINESS Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
GROCERS, TOTAL (f) (£2,919 million)	1966	100	96	99	98	106	96	96	97	100	100	98	98	100	97	100	103	114
	1967	103	100	101	101	111	99	100	102	103	102	100	100	103	100	103	107	119
	1968	109	104	107	107	119	103	104	106	109	105	107	105	108	107	111	116	127
	1967	+3	+4	+2	+3	+4	+3	+4	+5	+2	+2	+2	+3	+3	+3	+3	+4	+5
	1968	+6	+4	+5	+6	+7	+4	+4	+4	+6	+3	+7	+5	+5	+7	+8	+8	+6
Independents (£1,328 million)	1966	100	97	98	100	105	98	95	97	100	98	97	100	102	97	100	101	112
	1967	102	100	99	101	106	99	98	101	101	99	98	102	103	99	101	103	114
	1968	104	101	102	104	109	101	100	102	104	100	101	103	107	103	104	106	115
	1967	+2	+3	+1	+1	+1	+1	+3	+4	+1	+1	+1	+1	+1	+2	+1	+1	+2
	1968	+2	+2	+3	+3	+2	+2	+2	+1	+4	+1	+3	+1	+4	+4	+3	+3	+2
Multiples (£1,059 million)	1966	100	94	100	98	109	92	94	95	100	101	98	96	100	97	100	106	119
	1967	109	103	106	106	121	100	104	105	107	107	105	103	108	106	110	118	132
	1968	121	112	119	117	137	109	112	115	121	115	119	115	118	118	125	135	148
	1967	+9	+10	+7	+8	+11	+9	+10	+11	+7	+6	+7	+8	+8	+9	+9	+12	+11
	1968	+11	+9	+11	+11	+13	+9	+9	+9	+13	+7	+14	+11	+9	+12	+14	+14	+13
Co-operative Societies (f) (£531 million)	1966	100	100	101	95	104	98	100	101	102	103	98	95	94	96	98	102	111
	1967	98	97	98	92	103	95	98	99	99	99	95	92	91	93	95	100	111
	1968	100	97	99	95	111	94	96	99	98	100	97	94	92	97	104	109	118
	1967	−2	−2	−3	−3	−1	−3	−2	−2	−3	−4	−3	−3	−3	−3	−3	−2	Nil
	1968	+3	−1	+1	+3	+7	−1	−1	Nil	Nil	+1	+2	+2	+1	+5	+9	+8	+6
BUTCHERS, TOTAL (£724 million)	1966	100	101	96	96	107	103	100	98	100	98	92	96	96	97	100	102	115
	1967	101	102	98	96	110	104	102	100	102	100	94	94	95	97	101	104	120
	1968	105	106	101	100	114	107	107	104	104	103	98	99	100	102	107	110	123
	1967	+1	+2	+2	−1	+3	+1	+2	+2	+2	+2	+2	−2	Nil	Nil	+1	+2	+5
	1968	+4	+3	+3	+5	+4	+3	+4	+3	+3	+3	+4	+5	+5	+5	+6	+6	+2
GREENGROCERS, FRUITERERS, TOTAL (£312 million)	1966	100	92	113	102	93	85	90	99	105	114	118	111	108	89	86	89	103
	1967	101	96	111	103	93	89	95	103	103	110	117	114	108	89	85	88	103
	1968	99	93	107	102	93	88	91	98	102	104	113	110	109	91	87	88	102
	1967	+1	+4	−2	+1	Nil	+5	+5	+3	−2	−3	−1	+3	Nil	Nil	−2	Nil	Nil
	1968	−2	−3	−3	Nil	Nil	−2	−4	−5	−1	−6	−4	−3	Nil	+2	+2	−1	−10
Independents (£265 million)	1966	100	92	112	102	93	85	90	99	104	113	118	111	110	90	86	88	103
	1967	101	96	110	103	93	89	95	103	103	110	117	114	110	90	85	89	104
	1968	98	93	106	102	93	88	91	98	101	103	112	109	110	91	86	88	102
	1967	+1	+4	−2	+1	Nil	+5	+5	+3	−2	−3	−1	+3	Nil	Nil	−1	Nil	+1
	1968	−2	−3	−4	−1	Nil	−1	−4	−5	−1	−6	−4	−4	Nil	+2	+2	−1	−2
Multiples (£31 million)	1966	100	93	116	99	93	85	92	100	109	115	122	118	96	87	87	88	101
	1967	103	96	116	105	95	88	95	104	108	115	124	130	99	89	88	89	105
	1968	111	99	125	117	104	91	97	106	124	116	133	141	113	102	100	97	113
	1967	+3	+4	+1	+6	+2	+4	+4	+4	−1	Nil	+2	+10	+3	+3	+1	+2	+4
	1968	+8	+2	+7	+12	+10	+3	+2	+2	+14	+1	+7	+8	+14	+14	+14	+9	+7
Co-operative Societies (£16 million)	1966	100	99	113	92	96	94	95	106	112	115	112	100	90	87	89	92	104
	1967	94	98	106	86	87	94	97	103	106	107	105	96	84	81	82	83	94
	1968	85	86	93	79	82	84	84	90	95	92	92	86	78	74	79	79	88
	1967	−6	−1	−6	−6	−9	Nil	+2	−3	−6	−7	−6	−4	−7	−7	−9	−9	−9
	1968	−10	−12	−12	−9	−5	−11	−14	−13	−10	−13	−12	−10	−7	−9	−4	−5	−7
FISHMONGERS POULTERERS, TOTAL (£82 million)	1966	100	98	102	97	103	97	98	98	106	101	101	98	100	95	100	101	106
	1967	99	100	99	94	103	97	99	102	99	97	100	97	95	92	99	100	108
	1968	99	99	100	95	103	100	99	99	104	97	99	97	95	93	101	102	105
	1967	−1	+2	−3	−3	Nil	Nil	+1	+4	−6	−3	−1	−2	−5	−3	−1	Nil	+1
	1968	Nil	−1	+1	+1	Nil	+2	−1	−3	+5	−1	−1	Nil	Nil	+2	+2	+2	−3
BREAD AND FLOUR CONFECTIONERS, TOTAL (g) (£254 million)	1966	100	97	99	100	104	92	96	100	103	101	94	100	101	99	102	101	109
	1967	104	100	103	104	110	94	101	104	105	106	98	103	104	104	107	108	115
	1968	111	105	111	111	116	97	107	109	116	112	106	109	112	111	112	114	120
	1967	+4	+4	+3	+4	+6	+2	+5	+4	+2	+4	+4	+3	+3	+5	+5	+6	+6
	1968	+6	+5	+8	+7	+5	+3	+6	+5	+10	+6	+8	+6	+7	+7	+5	+6	+5
Independents (£146 million)	1966	100	97	99	100	105	93	97	99	104	100	94	99	100	100	103	102	109
	1967	104	100	102	104	110	96	102	103	105	104	98	103	104	105	108	108	115
	1968	110	105	109	110	116	99	106	108	115	110	104	108	112	110	113	113	120
	1967	+4	+4	+3	+4	+5	+3	+5	+4	+2	+4	+4	+4	+4	+5	+5	+6	+5
	1968	+5	+4	+7	+6	+5	+3	+5	+5	+9	+6	+6	+5	+7	+5	+5	+5	+4
Multiples (£108 million)	1966	100	97	100	100	103	91	95	102	103	104	95	101	102	97	100	100	108
	1967	104	99	103	103	110	91	100	106	105	108	98	103	104	102	105	108	115
	1968	112	105	113	112	116	93	109	111	118	115	109	112	111	112	111	115	121
	1967	+4	+3	+3	+3	+6	Nil	+4	+4	+2	+4	+3	+2	+2	+6	+5	+7	+7
	1968	+7	+6	+10	+8	+6	+2	+10	+5	+12	+6	+11	+9	+7	+9	+5	+7	+5
OFF-LICENCES, TOTAL (£217 million)	1966	100	81	83	87	149	85	79	80	86	83	81	91	83	86	92	103	230
	1967	106	87	87	91	157	89	85	88	86	88	86	92	91	92	99	111	239
	1968	116	97	92	100	175	97	92	100	91	92	93	100	99	100	106	136	262
	1967	+6	+7	+4	+6	+5	+5	+7	+9	−1	+6	+6	+1	+9	+7	+8	+8	+4
	1968	+10	+11	+6	+9	+12	+9	+8	+14	+6	+5	+8	+8	+9	+9	+6	+22	+10

(*Continued on next page*)

RETAIL SALES, *continued*

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
OFF-LICENCES—*contd.*																		
Independents (£88 million)	1966	100	79	83	87	151	86	76	76	88	83	79	91	83	86	91	109	234
	1967	105	85	86	92	155	92	80	83	87	89	84	92	91	92	96	114	236
	1968	111	93	90	98	163	98	85	95	90	93	89	99	97	98	102	130	238
	1967	+5	+7	+4	+6	+3	+7	+6	+9	−1	+7	+7	+1	+9	+8	+5	+5	+1
	1968	+6	+9	+5	+6	+5	+7	+6	+14	+4	+5	+5	+7	+6	+6	+6	+15	+1
Multiples (£129 million)	1966	100	83	84	87	146	84	82	83	86	82	83	91	83	86	93	98	227
	1967	106	89	87	91	158	86	88	92	85	87	88	92	91	91	103	110	241
	1968	120	100	94	101	185	96	97	105	93	91	97	101	101	102	109	141	282
	1967	+6	+7	+4	+5	+8	+4	+7	+10	Nil	+5	+6	+1	+9	+6	+10	+11	+6
	1968	+13	+12	+8	+11	+17	+11	+10	+15	+9	+5	+10	+9	+11	+12	+7	+28	+17
DAIRYMEN, TOTAL (£444 million)	1966	100	99	100	99	102	99	100	98	99	101	99	101	98	98	101	102	103
	1967	104	102	105	104	108	102	102	101	105	105	104	105	102	103	105	107	109
	1968	109	108	107	109	113	107	108	108	107	107	107	111	107	109	111	113	115
	1967	+4	+3	+5	+5	+5	+3	+2	+3	+6	+4	+5	+5	+4	+5	+4	+5	+6
	1968	+5	+6	+2	+5	+5	+5	+6	+7	+1	+2	+2	+5	+5	+5	+5	+5	+5
Co-operative Societies (£151 million)	1966	100	102	100	97	101	102	103	102	100	102	99	97	96	98	100	101	102
	1967	104	103	104	102	105	103	102	103	105	105	103	103	99	104	104	104	107
	1968	106	107	105	105	108	107	107	108	105	106	103	106	103	104	109	107	109
	1967	+4	+1	+4	+5	+4	+1	−1	+2	+5	+3	+5	+6	+4	+6	+5	+3	+5
	1968	+3	+4	Nil	+3	+3	+5	+5	+4	Nil	+2	Nil	+4	+4	+2	+5	+3	+2
Clothing and footwear shops																		
CLOTHING AND FOOTWEAR SHOPS, TOTAL (£1,727 million)	1966	100	83	98	95	124	88	73	86	93	105	97	101	92	93	101	109	154
	1967	102	84	97	97	129	90	75	87	91	100	100	101	92	98	103	112	162
	1968	107	89	104	102	135	94	80	92	101	101	108	106	100	101	106	120	169
	1967	+2	+2	−1	+2	+4	+2	+3	+1	−3	−5	+3	Nil	Nil	+5	+2	+3	+5
	1968	+6	+6	+6	+6	+5	+5	+6	+6	+11	+1	+7	+6	+8	+4	+3	+7	+5
Independents (£760 million)	1966	100	87	99	95	119	98	77	87	95	105	97	101	92	93	102	104	145
	1967	100	86	96	96	122	97	77	85	92	97	98	100	91	96	103	107	150
	1968	104	91	101	99	126	101	81	91	98	100	104	104	96	97	105	113	153
	1967	Nil	−1	−3	+1	+3	−1	Nil	−2	−4	−7	+1	−1	Nil	+4	+1	+3	+4
	1968	+4	+5	+5	+3	+3	+4	+5	+6	+7	+2	+6	+4	+5	+1	+2	+5	+2
Multiples (£858 million)	1966	100	79	99	95	127	79	71	85	92	106	99	101	93	93	101	112	161
	1967	104	83	100	99	135	83	75	89	91	103	104	102	95	99	104	117	173
	1968	112	89	108	107	144	90	81	94	105	104*	114	110*	106	106	109	127	185
	1967	+4	+5	+1	+4	+6	+6	+6	+5	−1	−2	+6	+1	+2	+7	+3	+5	+8
	1968	+8	+7	+9	+9	+7	+8	+8	+6	+16	+1	+9	+8*	+12	+7	+4	+8	+7
Co-operative Societies (£108 million)	1966	100	83	95	93	130	85	71	90	92	106	89	97	84	96	98	121	162
	1967	96	80	89	88	125	84	69	85	84	97	87	91	79	94	93	114	159
	1968	96	80	89	88	127	83	69	86	86	92	89	91	78	94	90	118	165
	1968	−4	−3	−6	−5	−4	−2	−3	−5	−8	−8	−2	−6	−6	−2	−5	−6	−2
	1968	Nil	Nil	Nil	−1	+2	−1	Nil	Nil	+2	−5	+2	−1	−1	−1	−3	+3	+4
FOOTWEAR SHOPS, TOTAL (£268 million)	1966	100	79	105	97	119	79	68	87	99	115	103	101	91	98	105	106	142
	1967	102	81	102	99	125	83	70	88	93	105	106	102	91	104	108	111	151
	1968	106	84	106	103	132	91	72	88	105	101*	111*	104	96	106	111	122	156
	1967	+2	+3	−3	+3	+5	+6	+3	+1	−6	−8	+3	+1	Nil	+6	+3	+5	+7
	1968	+4	+3	+4	+3	+5	+9	+2	Nil	+12	−4*	+5*	+2	+6	+3	+3	+10	+3
Independents (£75 million)	1966	100	82	107	96	115	86	73	87	104	117	102	99	92	96	108	104	129
	1967	101	84	103	97	120	89	76	86	98	106	104	97	91	102	109	108	138
	1968	106	88	109	101	127	97	78	90	109	105	111	101	95	104	115	120	143
	1967	+1	+1	−4	+1	+5	+3	+3	−1	−5	−9	+2	−3	−2	+6	+1	+4	+7
	1968	+5	+6	+6	+4	+6	+10	+3	+4	+12	−1	+6	+5	+5	+2	+5	+11	+3
Multiples (£173 million)	1966	100	77	105	97	121	75	65	87	96	113	104	102	92	98	104	105	148
	1967	103	80	102	102	129	82	68	89	91	104	108	106	93	105	108	112	159
	1968	107	83	106	105	135	89	70	88	104	99*	113*	108*	99	108	111	124	164
	1967	+3	+5	−3	+4	+6	+8	+4	+2	−6	−8	+4	+4	+1	+7	+4	+6	+7
	1968	+4	+3	+4	+4	+5	+9	+3	−2	+14	−5*	+4	+2*	+7	+3	+3	+11	+3
Co-operative Societies (£20 million)	1966	100	79	103	95	124	76	67	92	98	117	95	92	85	104	105	120	142
	1967	96	78	96	90	120	77	67	87	90	106	93	86	78	102	99	112	143
	1968	94	77	93	87	121	80	65	84	91	95	92	84	74	100	94	120	143
	1967	−4	−2	−7	−5	−3	+2	Nil	−5	−9	−10	−2	−7	−8	−2	−5	−6	Nil
	1968	−2	−1	−3	−3	+1	+4	−3	−4	+1	−10	Nil	−2	−5	−3	−5	+7	Nil
MEN'S AND BOYS' WEAR SHOPS, TOTAL (£362 million)	1966	100	87	99	95	119	97	78	86	95	105	98	103	96	88	93	107	148
	1967	100	87	97	97	121	99	79	85	91	99	99	103	96	92	93	108	153
	1968	106	93	102	102	125	104	83	92	97	101	106	108	103	97	94	114	160
	1967	Nil	Nil	−3	+2	+2	+2	+1	−1	−4	−6	+1	+1	Nil	+4	Nil	+1	+3
	1968	+5	+6	+5	+5	+4	+5	+6	+8	+7	+2	+7	+4	+7	+5	+1	+5	+5
Independents (£155 million)	1966	100	86	98	97	119	98	78	82	91	102	99	101	99	92	89	98	161
	1967	99	83	93	99	122	95	77	80	84	94	98	102	100	97	89	100	165
	1968	104	89	99	104	126	99	82	86	91	96	106	105	107	101	90	105	171
	1967	−1	−3	−5	+2	+2	−4	−2	−2	−7	−8	−2	+1	Nil	+5	Nil	+3	+3
	1968	+5	+6	+7	+4	+3	+5	+7	+8	+8	+2	+9	+3	+7	+4	+1	+4	+3

*Revised figures.

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Men's and Boys' Wear Shops – *contd.*																		
Multiples (£182 million)	1966	100	89	101	94	116	98	80	90	99	107	98	104	94	85	97	114	133
	1967	102	92	101	95	118	104	83	90	98	103	102	105	94	88	97	114	139
	1968	108	99	106	102	125	110	87	98	103	106	108	111	102	95	99	121	148
	1967	+2	+3	Nil	+2	+2	+7	+3	Nil	—1	—4	+4	+1	+1	+4	Nil	Nil	+4
	1968	+6	+7	+5	+7	+5	+6	+5	+10	+6	+3	+6	+6	+8	+7	+2	+6	+6
Co-operative Societies (£25 million)	1966	100	76	95	93	136	86	63	79	89	103	94	107	88	87	83	120	191
	1967	95	72	87	89	130	82	60	75	78	93	90	101	83	85	78	111	187
	1968	95	72	88	89	130	82	61	74	82	87	93	98	82	86	72	112	102
	1967	—5	—5	—8	—4	—4	—5	—5	—5	—13	—9	—5	—5	—5	—2	—6	—7	—2
	1968	Nil	Nil	+1	—1	Nil	Nil	+2	—2	+5	—7	+4	—3	—1	+2	—9	+1	+3
Women's, Girls' and Infants' Wear, Drapery and General Clothing Shops, Total (£1,097 million)	1966	100	82	97	95	127	87	73	86	92	103	95	100	91	93	103	110	159
	1967	102	84	97	96	132	88	76	88	90	99	99	99	91	98	105	114	167
	1968	108	89	104	102	138	92	81	93	101	102	108	106	100	101	109	121	176
	1967	+2	+2	Nil	+2	+4	+2	+3	+2	—2	—4	+4	—1	+1	+5	+2	+4	+6
	1968	+6	+6	+7	+6	+5	+4	+7	+6	+12	+2	+8	+7	+9	+3	+3	+6	+5
Independents, Total (£529 million)	1966	100	88	98	94	120	100	77	88	95	104	95	102	89	92	104	106	143
	1967	100	88	96	95	123	99	77	87	93	97	97	100	89	96	106	109	148
	1968	104	92	100	97	126	102	81	92	98	100	102	105	93	95	108	114	150
	1967	Nil	—1	—2	+1	+3	Nil	+1	—1	—2	—7	+2	—1	Nil	+4	+2	+2	+3
	1968	+3	+4	+5	+3	+2	+2	+5	+6	+6	+3	+5	+4	+5	—1	+1	+5	+1
of which (c):																		
Large (..)	1966	100	87	98	97	118	101	70	89	98	105	92	106	86	99	106	109	134
	1967	103	90	98	100	125	107	72	89	99	100	96	104	88	106	113	114	145
	1968	108	95	102	104	130	113	76	96	104	103	100	111	96	106	114	122	148
	1967	+3	+3	Nil	+3	+6	+6	+3	Nil	+1	—5	+4	—2	+2	+7	+6	+4	+8
	1968	+4	+6	+4	+4	+3	+6	+5	+7	+5	+3	+4	+7	+8	Nil	+1	+7	+2
Medium (..)	1966	100	88	97	95	119	106	72	86	96	105	93	104	88	94	106	106	141
	1967	102	88	96	97	125	106	74	86	94	100	95	103	88	99	108	110	150
	1968	106	94	101	99	128	112	79	92	101	103	100	108	93	97	110	117	152
	1967	+2	Nil	—1	+2	+5	Nil	+4	—1	—1	—5	+3	—1	Nil	+6	+3	+4	+6
	1968	+4	+6	+5	+2	+3	+5	+7	+7	+7	+3	+5	+4	+6	—2	+1	+6	+1
Small (..)	1966	100	89	98	93	120	97	81	89	94	103	97	99	91	90	103	105	146
	1967	99	87	95	93	121	94	80	87	90	95	98	98	90	91	103	106	148
	1968	102	89	99	95	124	94	83	91	95	97	103	102	93	91	105	109	150
	1967	—1	—2	—3	Nil	+1	—3	—1	—2	—4	—8	+1	—1	—1	+2	Nil	+1	+1
	1968	+3	+3	+4	+2	+2	Nil	+4	+5	+5	+2	+5	+4	+4	Nil	+2	+3	+1
Multiples (£504 million)	1966	100	75	96	95	134	73	70	83	88	102	97	99	93	94	101	113	170
	1967	105	81	99	99	143	76	75	89	88	103	104	100	96	102	106	120	191
	1968	115	87	110	110	154	83	83	95	106	105	117	111	110	110	112	130	206
	1967	+5	+7	+3	+4	+7	+5	+8	+7	Nil	Nil	+8	+1	+3	+8	+4	+6	+9
	1968	+9	+9	+12	+11	+8	+8	+11	+7	+21	+3	+12	+11	+15	+8	+6	+8	+8
Co-operative Societies (£64 million)	1966	100	86	93	92	130	88	74	93	91	104	86	96	83	97	100	122	160
	1967	96	83	88	88	125	86	72	88	84	96	85	89	78	94	96	115	155
	1968	97	83	88	88	128	84	73	89	85	92	87	90	78	94	94	118	163
	1967	—4	—3	—5	—5	—4	—1	—3	—5	—7	—8	—1	—7	—6	—2	—4	—5	—3
	1968	+1	Nil	Nil	Nil	+3	—2	Nil	+2	+1	—4	+2	+1	Nil	—1	—2	+3	+5
Durable Goods Shops																		
Durable Goods Shops, Total (£1,176 million)	1966	101	96	95	97	112	103	92	93	95	97	94	104	93	95	106	108	119
	1967	104	94	94	102	125	100	92	90	95	94	93	103	98	104	116	122	136
	1968	113	116	99	108	128	117	112	119	98	99	99	110	106	107	121	126	136
	1967	+4	—2	—1	+5	+12	—2	Nil	—3	Nil	—3	—1	—1	+6	+9	+10	+13	+14
	1968	+9	+24	+5	+6	+2	+16	+22	+32	+3	+6	+6	+7	+8	+3	+4	+3	Nil
Independents (£592 million)	1966	100	96	95	97	113	104	92	91	95	96	94	106	92	93	104	106	127
	1967	101	92	92	98	123	101	90	88	92	92	92	102	94	99	110	115	139
	1968	109	110	97	103	126	115	106	110	95	98	97	109	102	100	115	120	139
	1967	+1	—3	—3	+2	+9	—3	—2	—4	—3	—3	—2	—4	+3	+6	+6	+9	+10
	1968	+7	+19	+5	+5	+2	+14	+17	+26	+4	+7	+6	+6	+8	+1	+4	+4	Nil
Multiples (£492 million)	1966	100	97	96	98	109	101	94	95	95	97	95	102	95	98	110	111	107
	1967	109	98	98	109	130	102	98	95	101	96	97	105	106	113	126	133	131
	1968	120	127	104	117	133	121	125	134	103	102	105	114	115*	120	132	135	132
	1967	+9	+1	+2	+10	+19	Nil	+4	Nil	+5	—1	+2	+4	+12	+15	+15	+19	+23
	1968	+11	+30	+6	+7	+2	+20	+28	+41	+3	+6	+8	+8	+8*	+6	+5	+2	+1
Co-operative Societies (£91 million)	1966	100	96	95	96	114	99	89	98	97	102	88	102	89	97	100	112	126
	1967	98	88	88	94	121	92	83	88	88	93	84	95	87	99	105	119	135
	1968	102	107	86	96	120	107	99	114	85	92	84	96	89	100	102	119	136
	1967	—2	—8	—7	—2	+6	—7	—7	—10	—9	—9	—4	—7	—2	+3	+6	+6	+7
	1968	+5	+22	—2	+2	Nil	+16	+19	+29	—4	—1	—1	+2	+2	+1	—3	Nil	+1

*Revised figures.

(*Continued on next page*)

RETAIL SALES, *continued*

Table 4 – *continued*

1966 = 100

KIND OF BUSINESS Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
FURNITURE SHOPS, TOTAL (Excluding Co-operative Societies) (£486 million)	1966	100	94	99	99	109	105	89	90	93	102	100	110	94	93	105	107	114
	1967	100	89	93	98	118	98	86	84	90	95	94	102	94	98	111	117	125
	1968	106	106	99	101	118	110	102	105	95	102	99	108	100	97	113	118	122
	1967	Nil	−5	−6	−1	+9	−6	−3	−6	−4	−7	−6	−7	Nil	+5	+6	+10	+10
	1968	+6	+19	+6	+3	Nil	+12	+19	+25	+5	+7	+5	+6	+6	−1	+2	+1	−2
Independents, Total (£346 million)	1966	100	94	98	99	110	103	87	92	93	101	100	111	93	93	104	108	116
	1967	100	91	95	99	117	101	86	87	91	96	97	104	94	98	109	116	124
	1968	106	106	99	102	118	112	101	106	94	102	101	109	100	97	112	118	123
	1967	Nil	−3	−3	Nil	+7	−2	−1	−6	−2	−4	−4	−6	+1	+5	+5	+8	+7
	1968	+6	+17	+4	+3	+1	+11	+17	+22	+3	+6	+5	+4	+6	−1	+3	+2	−1
of which (c): Large (..)	1966	100	94	101	98	107	106	85	92	92	98	110	114	92	90	100	104	115
	1967	100	91	96	97	117	103	83	89	89	91	105	104	94	93	104	113	130
	1968	107	109	103	100	117	117	96	114	94	99	113	110	100	91	107	118	123
	1967	Nil	−3	−5	−1	+9	−3	−3	−4	−3	−8	−5	−9	+2	+4	+4	+9	+13
	1968	+7	+20	+8	+3	Nil	+14	+16	+28	+5	+10	+8	+6	+7	−3	+4	+4	−5
Medium and small (..)	1966	100	94	97	99	111	102	88	92	94	101	96	110	93	94	106	109	116
	1967	101	91	95	99	117	100	87	86	92	98	94	105	95	99	111	117	122
	1968	106	105	98	102	119	110	103	103	94	103	97	109	100	99	114	118	123
	1967	+1	−3	−3	+1	+6	−2	Nil	−6	−2	−3	−3	−5	+1	+5	+5	+7	+5
	1968	+5	+16	+3	+3	+1	+10	+18	+20	+2	+4	+3	+4	+6	Nil	+3	+1	Nil
Multiples (£140 million)	1966	100	95	101	98	106	110	95	84	95	108	100	106	96	94	106	103	107
	1967	97	83	87	95	122	89	85	76	85	91	87	94	93	99	118	121	127
	1968	105	104	97	99	118	103	106	103	97	102	94	104	98	97	117	118	120
	1967	−3	−13	−13	−3	+16	−19	−10	−9	−10	−16	−13	−12	−3	+5	+11	+17	+19
	1968	+8	+25	+12	+4	−3	+16	+25	+35	+15	+13	+8	+11	+5	−2	−1	−2	−6
OTHER DURABLE GOODS SHOPS, TOTAL (Excluding Co-operative Societies) (£599 million)	1966	100	98	92	96	114	102	96	95	96	92	90	100	93	96	108	109	122
	1967	108	99	95	106	132	103	99	96	100	93	94	105	103	110	121	126	144
	1968	120	126	101	114	137	123	122	131	102	99	101	113	113	116	129	133	147
	1967	+8	+2	+3	+10	+16	+1	+3	Nil	+4	+1	+4	+5	+11	+14	+12	+16	+18
	1968	+11	+27	+6	+8	+4	+19	+24	+37	+2	+6	+8	+8	+9*	+6	+6	+5	+2
Independents (£246 million)	1966	100	98	90	94	118	106	98	91	97	89	86	100	90	92	104	103	141
	1967	103	94	88	98	131	101	95	89	93	87	86	100	94	100	112	114	159
	1968	113	115	95	105	136	119	112	116	98	94	93	108	103	103	119	123	160
	1967	+3	−3	−2	+4	+11	−5	−3	−3	−4	−2	Nil	Nil	+4	+8	+8	+11	+12
	1968	+10	+22	+7	+7	+4	+18	+18	+30	+5	+8	+8	+9	+10	+3	+6	+8	+1
Multiples, Total (£353 million)	1966	100	97	94	98	110	99	93	99	96	94	93	100	95	99	111	114	106
	1967	112	103	101	113	133	105	102	101	106	98	100	109	111	118	129	136	132
	1968	125	135	106	122	138	127	131	144	105	102	108	117	121*	127	138	141	136
of which:	1967	+12	+6	+7	+15	+20	+7	+9	+2	+10	+4	+7	+9	+17	+18	+16	+20	+24
	1968	+11	+31	+5	+8	+4	+21	+28	+42	Nil	+4	+9	+7	+9*	+8	+6	+3	+3
Electricity Showrooms (£65 million)	1966	100	91	95	98	115	98	89	88	89	104	94	106	91	97	116	116	114
	1967	116	99	104	116	143	107	96	95	105	111	98	118	111	119	136	143	148
	1968	140	154	110	137	159	152	141	166	94	111	123	131	131	148	169	160	151
	1967	+16	+8	+10	+19	+24	+8	+8	+8	+19	+7	+5	+11	+22	+22	+18	+23	+29
	1968	+21	+56	+6	+18	+12	+42	+47	+75	−11	Nil	+25	+10	+18	+24	+24	+12	+2
Gas Showrooms (£92 million)	1966	100	95	94	101	110	90	90	102	95	101	88	99	99	105	123	123	89
	1967	108	98	99	111	124	94	98	102	103	100	95	103	108	120	135	137	104
	1968	116	128	101	112	121	103	130	147	101	106	98	104	107	123	128	134	105
	1967	+8	+4	+5	+10	+13	+5	+8	Nil	+8	−1	+7	+4	+10	+14	+10	+11	+17
	1968	+7	+31	+3	+1	−2	+10	+33	+44	−1	+6	+3	+1	−1	+3	−6	−2	+1
Radio and Television Rental Specialists (£109 million)	1966	100	106	98	98	99	103	104	109	98	88	105	100	96	98	100	105	94
	1967	109	110	103	107	115	112	112	108	106	93	109	106	106	109	112	124	110
	1968	121	127	109	119	127	128	128	126	114	99	113	118	121	117	127	131	124
	1967	+9	+5	+6	+10	+16	+9	+8	−1	+8	+5	+4	+6	+11	+12	+12	+18	+17
	1968	+11	+15	+6	+11	+11	+14	+15	+17	+7	+6	+4	+11	+14	+8	+13	+6	+13
RADIO AND ELECTRICAL GOODS SHOPS, TOTAL (e) (£333 million)	1966	100	97	89	94	120	106	95	90	97	87	85	99	91	94	106	106	142
	1967	108	96	91	104	140	103	96	91	97	88	88	103	101	107	121	124	169
	1968	118	122	96	111	143	124	116	125	101	94	95	112	111	110	125	130	167
	1967	+8	Nil	+2	+10	+17	−2	+1	Nil	Nil	+1	+4	+5	+12	+14	+14	+17	+19
	1968	+9	+27	+6	+6	+2	+20	+21	+38	+4	+7	+8	+8	+9	+3	+3	+5	−1
Miscellaneous non-food shops																		
MISCELLANEOUS NON-FOOD SHOPS, TOTAL (b) (£2,542 million)	1966	100	88	95	99	118	85	86	93	95	96	95	101	100	96	98	103	144
	1967	103	91	96	101	123	86	89	96	96	95	97	101	102	100	101	108	153
	1968	110	97	104	109	130	91	95	103	104	103	105	109	111	107	107	114	160
	1967	+3	+3	+1	+2	+5	+1	+3	+4	Nil	−1	+2	+1	+2	+3	+3	+5	+6
	1968	+7	+7	+9	+8	+5	+6	+7	+7	+9	+9	+9	+8	+9	+7	+5	+6	+5

*Revised figures.

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Confectioners, Tobacconists, Newsagents, Total (£1,030 million)	1966	100	94	96	101	109	90	93	97	99	94	96	102	102	99	99	102	124
	1967	103	97	98	103	114	92	95	102	98	96	98	103	103	101	102	106	130
	1968	108	100	106	111	117	96	100	104	108	102	107	112	112	110	104	109	134
	1967	+3	+4	+1	+2	+4	+2	+3	+5	−1	+2	+3	+2	+1	+3	+3	+4	+5
	1968	+6	+3	+8	+8	+3	+4	+5	+2	+10	+6	+8	+8	+8	+8	+3	+3	+3
Independents (£882 million)	1966	100	94	96	101	109	91	93	97	99	94	96	102	103	99	98	102	122
	1967	102	96	98	103	113	92	95	101	98	96	99	104	104	102	101	105	128
	1968	108	99	105	111	116	95	99	103	108	102	107	112	112	110	105	109	132
	1967	+2	+3	+1	+2	+4	+1	+2	+4	−1	+2	+2	+2	+1	+2	+3	+4	+4
	1968	+6	+3	+8	+8	+3	+4	+4	+2	+10	+6	+8	+8	+8	+9	+4	+4	+3
Multiples (£148 million)	1966	100	93	95	97	114	88	92	99	101	95	92	99	99	94	101	102	135
	1967	105	101	98	100	122	94	97	110	98	98	97	101	101	98	106	110	144
	1968	110	105	107	107	122	98	103	111	110	105	106	108	110	104	104	111	146
	1967	+5	+8	+2	+3	+7	+6	+6	+11	−3	+3	+6	+2	+2	+5	+5	+8	+7
	1968	+5	+4	+10	+7	Nil	+5	+6	+1	+13	+8	+9	+7	+9	+5	−2	+1	+1
Booksellers, Stationers Independents (£79 million)	1966	100	93	84	91	132	91	95	93	86	85	81	88	91	94	103	120	165
	1967	105	97	88	96	137	96	101	96	90	87	87	92	96	100	106	126	171
	1968	112	105	93	105	147	103	107	104	96	94	90	101	107	107	112	136	183
	1967	+5	+4	+5	+5	+4	+5	+6	+2	+5	+3	+7	+5	+5	+6	+3	+5	+4
	1968	+8	+8	+6	+10	+7	+7	+6	+9	+7	+8	+4	+10	+12	+7	+6	+8	+7
Chemists, Photographic Goods Dealers, Total (d) (£350 million)	1966	100	86	96	102	117	86	84	87	89	96	101	107	105	95	94	97	151
	1967	103	87	96	105	123	87	84	89	88	94	104	109	108	99	95	102	162
	1968	111	95	104	113	131	92	90	100	96	101	113	115	119	106	104	109	170
	1967	+3	+1	+1	+3	+5	+1	+1	+2	−1	−2	+3	+2	+2	+5	+1	+5	+7
	1968	+8	+9	+8	+7	+6	+6	+7	+13	+8	+7	+9	+6	+10	+6	+9	+7	+5
Independents (£183 million)	1966	100	89	99	107	116	90	86	89	90	99	106	110	115	98	94	88	128
	1967	101	88	97	108	110	90	85	89	88	94	107	111	116	100	96	92	135
	1968	107	95	103	113	115	95	89	100	95	97	115	113	123	105	104	99	138
	1967	+1	−1	−2	+1	+4	Nil	−1	−1	−2	−5	+1	+1	Nil	+2	+2	+4	+5
	1968	+6	+8	+6	+5	+5	+6	+5	+12	+7	+3	+7	+2	+7	+5	+8	+7	+2
Multiples (£145 million)	1966	100	81	91	97	131	80	80	84	86	92	94	104	95	92	95	107	178
	1967	106	85	95	103	140	82	83	88	88	93	102	109	101	101	96	114	195
	1968	117	95	106	115	151	89	92	102	98	105	113	119	116	109	106	123	210
	1967	+6	+4	+4	+7	+7	+3	+4	+5	+2	+1	+8	+5	+5	+9	+1	+7	+10
	1968	+10	+12	+12	+11	+8	+8	+11	+16	+11	+13	+11	+9	+16	+9	+10	+7	+8
Co-operative Societies (£22 million)	1966	100	90	97	95	118	90	91	90	96	96	99	98	95	91	90	105	153
	1967	98	88	94	93	117	88	88	89	90	95	97	99	95	87	87	103	152
	1968	100	91	95	95	120	87	92	94	91	96	98	104	95	89	90	105	155
	1967	−2	−2	−3	−1	−1	−2	−4	−1	−6	−1	−1	+1	Nil	−4	−3	−1	Nil
	1968	+2	+3	+1	+2	+2	−1	+4	+5	+1	+1	+1	+5	−1	+2	+4	+2	+2
Jewellers, Total (£116 million)	1966	100	78	83	96	142	72	78	84	81	83	86	98	97	94	92	95	220
	1967	104	79	83	97	158	73	80	85	80	82	86	93	99	98	95	111	247
	1968	117	102	92	106	168	86	96	119	86	92	96	103	109	105	105	119	257
	1967	+4	+1	−1	+1	+11	+1	+2	+1	−1	−1	Nil	−6	+2	+5	+3	+17	+12
	1968	+12	+28	+11	+9	+6	+19	+20	+41	+9	+12	+11	+11	+10	+6	+10	+7	+4
Independents (£85 million)	1966	100	79	85	97	139	73	79	84	82	85	88	99	96	95	92	94	213
	1967	104	80	84	97	156	73	81	85	80	83	88	94	98	99	96	111	238
	1968	116	102	93	105	164	88	99	117	88	94	97	104	107	104	105	117	249
	1967	+4	+1	−1	+1	+12	+1	+3	+1	−2	−1	Nil	−5	+2	+5	+5	+18	+12
	1968	+11	+28	+10	+8	+6	+19	+21	+38	+9	+12	+10	+11	+9	+5	+9	+5	+4
Multiples (£31 million)	1966	100	75	76	94	155	69	73	82	75	76	76	95	98	90	92	97	251
	1967	105	76	76	95	170	69	74	83	77	75	77	88	102	95	90	111	283
	1968	119	99	85	106	183	80	86	125	82	84	89	98	116	105	106	125	292
	1967	+5	+1	+1	+1	+10	+1	+2	+1	+3	−1	+1	−7	+4	+5	−2	+14	+13
	1968	+13	+30	+12	+12	+8	+15	+16	+50	+6	+11	+16	+11	+13	+11	+18	+13	+3
Leather Goods, Sports Goods, Toys and Fancy Goods Shops, Total (£123 million)	1966	100	70	84	103	143	70	66	73	85	84	83	97	108	103	88	100	222
	1967	102	72	83	103	151	72	68	75	82	83	83	95	110	106	93	105	235
	1968	110	76	90	111	162	75	71	81	89	88	91	100	121	113	98	114	252
	1967	+2	+3	−2	+1	+5	+3	+3	+2	−4	−2	Nil	−2	+1	+3	+5	+5	+6
	1968	+7	+6	+9	+8	+8	+4	+5	+8	+9	+6	+10	+5	+10	+7	+6	+9	+7
Ironmongers and Hardware Shops, Total (£298 million)	1966	100	93	99	98	110	91	88	99	100	101	96	98	99	98	101	102	123
	1967	102	95	99	101	116	90	92	100	102	99	96	99	103	100	104	107	132
	1968	109	101	107	106	121	95	98	109	110	109	104	104	110	104	109	113	137
	1967	+2	+2	Nil	+2	+5	−1	+5	+1	+2	−2	Nil	+1	+4	+3	+3	+5	+7
	1968	+6	+7	+9	+5	+5	+5	+6	+9	+8	+10	+8	+5	+6	+4	+4	+6	+4
Independents (£260 million)	1966	100	94	99	98	108	93	89	100	102	101	96	98	99	97	101	102	119
	1967	102	96	99	99	114	92	94	101	103	99	95	98	101	99	103	106	128
	1968	109	102	108	105	119	96	99	110	111	110	103	103	109	103	108	113	133
	1967	+2	+2	Nil	+2	+5	−1	+6	+1	+2	−2	Nil	Nil	+3	+2	+2	+4	+7
	1968	+6	+6	+9	+6	+5	+5	+5	+9	+8	+11	+8	+6	+7	+5	+5	+6	+4

(*Continued on next page*)

RETAIL SALES IN DECEMBER, *continued*

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Ironmongers and Hardware Shops—*Contd.*																		
Multiples (£38 million)	1966	100	81	94	102	123	76	75	92	87	98	96	99	105	102	101	109	151
	1967	106	83	96	112	133	78	78	92	90	94	101	109	115	111	110	119	163
	1968	112	93	103	114	136	85	87	105	100	99	109	111	117	113	112	120	169
	1967	+6	+2	+2	+10	+9	+4	+4	Nil	+3	—4	+6	+10	+10	+9	+9	+10	+8
	1968	+5	+12	+8	+2	+2	+9	+12	+15	+11	+6	+7	+1	+2	+2	+2	+1	+4
Other Miscellaneous Non-Food Shops (h)	1966	100	95	104	93	107	84	95	104	102	111	101	94	90	95	98	96	123
Independents (£100 million)	1967	103	98	105	96	113	84	99	107	107	106	103	96	93	99	102	101	132
	1968	108	104	113	100	115	88	104	117	118	113	109	100	98	100	102	105	133
	1967	+3	+3	+1	+3	+6	Nil	+4	+2	+5	—5	+2	+2	+3	+4	+4	+5	+7
	1968	+5	+6	+8	+4	+1	+4	+5	+9	+10	+7	+6	+5	+6	+1	Nil	+5	+1

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by December 1968 sales was the five weeks from November 24, 1968 to December 28, 1968, the corresponding period in 1967 was from November 26, 1967 to December 30, 1967. As the figures are based on the vaues of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops but not multiple rental specialists.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Retailers' stocks in December

The value of stocks held by retailers at the end of December showed an increase of 13 per cent compared with December 1967 and thus maintained the upward trend shown throughout the year.

In volume terms, retailers' stocks were 8 per cent higher than in December 1967, continuing the upward trend shown earlier in the year.

Estimate of levels and percentage changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	+2
1968	+2	+2	+5	+5	+6	+6	+8	+8	+9	+10	+11	+13
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	+1
1968	+1	+1	+4	+2	+3	+2	+4	+4	+5	+5	+6	+8

Note:

Retailers' stocks at end December 1960 were £993 million at current prices.

Census of Production for 1963

The following parts of the Report on the Census of Production for 1963 are now available:

Part 76 Spinning and doubling of cotton, flax and man-made fibres (price 4s. or, including postage, 4s. 4d.).

Part 91 Leather goods (price 3s. 6d. or, including postage, 3s. 10d.).

Part 95 Women's and girls' tailored outerwear (price 3s. 6d. or, including postage, 3s. 10d.).

Copies can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1.

Business Monitor

The following titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year, post free:

Tools and Implements for October 1968
Clothing for November 1968
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Paper and Film Bags for November 1968
Trailers for September 1968

Quarterly at 7s. 6d. a year, post free:

Warp Knitted Fabrics for July-September 1968

A complete list of titles in the Production Series was last published in the *Board of Trade Journal*, of January 24, page 202.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.2* (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 90 *of January* 10, 1969, *issue.*

Hire purchase and other instalment credit business in December

FOLLOWING THE decreases between October and November, there were falls, after allowing for seasonal factors, in new credit extended by finance houses and in the instalment credit sales of durable goods shops in December; these falls probably reflect the tightening of the hire purchase controls at the beginning of November. After allowing for seasonal factors, debt in December showed no change after rising £10 million in October and £8 million in November.

In 1968 new credit extended by shops and finance houses was higher than in 1966 and 1967 though below the record level reached in 1965. Whereas total debt fell in 1966 and 1967 there was a modest rise over 1968 as a whole. The first quarter of the year, when new business was brisk, saw a debt rise of £31 million which was virtually wiped out by a fall in the second quarter. The upward movement which began in the summer was, by the end of the year, dying away following the November 1968 measures.

Finance houses

New credit extended by finance houses in December was 2 per cent higher than in December 1967, which contrasts with the quite large falls on a year earlier recorded in preceding months; these comparisons largely reflect the high levels of business recorded in the months preceding December 1967, the first month to show the effects of the November 1967 measures. Moreover, there were in December, increases of 17 per cent and 20 per cent on a year earlier in new credit business for commercial vehicles and industrial and building plant and equipment, together with varying increases in other categories of finance house business. Credit extended for new cars was 14 per cent lower and for used cars 6 per cent lower than in December 1967. Debt outstanding to finance houses at the and of 1968 was £766 million, an increase of £24 million compared with the end of 1967 and £10 million higher than at the end of 1966.

Durable goods shops and department stores

Instalment credit sales for durable goods shops in December were 12 per cent lower than in December 1967, continuing the falls of a year earlier which first occurred in October. The somewhat larger fall in December probably reflects the effects of the tighter November measures which covered both furniture and electrical goods. As in previous months sales of furniture shops continued to fall away more rapidly than that of other durable goods shops.

The instalment credit sales of department stores in December were 2 per cent higher than a year earlier, an increase which follows a 3 per cent rise in November; the figure for December is the highest recorded since the start of the series.

Debt owed to durable goods shops and department stores at the end of 1968 was £281 million, £5 million higher than a year earlier, but £26 million lower than at the end of 1966.

Other instalment credit retailers

The instalment credit sales of general mail order houses, which account for the greater part of the credit business of this group of traders, were 8 per cent higher in December than a year earlier, an increase similar to the average growth rate recorded during 1968.

Debt outstanding to this group of retailers rose by £25 million in the month, due largely to seasonal factors, and stood at £222 million compared with £208 million at the end of 1967, and £198 million at the end of 1966.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calendar month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1961	100	618	100	289	934	— 11
1962	86	569	105	290	887	— 47
1963	97	614	114	315	959	+ 72
1964	124	754	116	330	1,115	+156
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1968	124	766	102	250	1,047	+ 29
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	88	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
2nd quarter	101	687	88	255	967	— 44
3rd quarter	141	707	96	247	979	+ 12
4th quarter	147	742	105	248	1,018	+ 39
1968 1st quarter	138	769	120	252	1,049	+ 31
2nd quarter	106	745	92	249	1,021	— 28
3rd quarter	125	754	99	249	1,029	+ 8
4th quarter	130	766	98	250	1,047	+ 18
1967 September	155	707	101	247	979	+ 10
October	161	723	104	247	995	+ 16
November	167	740	106	247	1,013	+ 18
December	114	742	106	248	1,018	+ 5
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
March	138	769	130	252	1,049	+ 14
April	103	760	89	252	1,040	— 9
May	116	755	91	251	1,034	— 6
June	100	745	95	249	1,021	— 13
July	} 127*	} 745*	94	246	} 1,018*	} — 3*
August			103	247		
September	121	754	101	249	1,029	+ 11
October	143	761	103	251	1,039	+ 10
November	128	766	99	253	1,047	+ 8
December	118	766	94	250	1,047	Nil

*NOTE: Figures for July and August have been combined.

(Continued on next page)

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Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted series. £ million

Period	New Credit Extended			Repay-ments	Change in debt
	By Shops (a)	By Finance Houses	Total		
1964	314	711	1,025	869	+156
1965	306	727	1,033	952	+ 81
1966	235	621	856	989	—133
1967	235	689	924	969	— 45
1968	262	710	972	943	+ 29
1964 1st Qtr.	82*	167	249	212	+ 37
2nd Qtr.	75	170	245	211	+ 34
3rd Qtr.	77	182	259	219	+ 40
4th Qtr.	80	192	272	227	+ 45
1965 1st Qtr.	79	183	262	230	+ 32
2nd Qtr.	76	186	262	237	+ 25
3rd Qtr.	75	180	255	244	+ 11
4th Qtr.	76	178	254	241	+ 13
1966 1st Qtr.	69	184	253	255	— 2
2nd Qtr.	61	173	234	257	— 23
3rd Qtr.	55	141	196	243	— 47
4th Qtr.	50	123	173	234	— 61
1967 1st Qtr.	53	132	185	237	— 52
2nd Qtr.	53	145	198	242	— 44
3rd Qtr.	61	201	262	250	+ 12
4th Qtr.	68	211	279	240	+ 39
1968 1st Qtr.	77	196	273	242	+ 31
2nd Qtr.	59	151	210	238	— 28
3rd Qtr.	64	178	242	234	+ 8
4th Qtr.	62	185	247	229	+ 18

(a) Durable goods shops and department stores; not including other instalment credit retailers.
* Fourteen weeks.

Table 3. Hire purchase and other credit instaments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
Finance houses	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781	781	781	766
Total of above	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047

Table 3a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 3	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	1,047
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
Grand Total	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226	1,227	1,226	1,236	1,254	1,269

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

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Table 4. Retailers: Instament credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1965 Year	112	— 5	104	..	133	..	165	..	95	..	128	..
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1968 Year	102	+ 8	115	+ 7	120	+ 1	210	+ 8	93	+ 1	137	+ 7
1967 1st quarter	81	—17	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	83	— 8	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	93	+ 7	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	122	+25	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1968 1st quarter	111	+38	105	+18	96	+ 7	188	+10	69	Nil	129	+20
2nd quarter	86	+ 4	104	+ 8	110	Nil	201	+ 8	85	+ 2	124	+ 6
3rd quarter	96	+ 4	102	+ 3	102	— 1	175	+ 5	84	+ 2	120	+ 4
4th quarter	113	— 7	149	+ 1	174	Nil	278	+ 8	132	+ 1	173	+ 2
1967 January	82	—23	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	82	—16	81	— 1	88	— 5	180	+12	61	— 2	110	— 2
March (a)	78	—12	86	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	83	— 8	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	86	— 9	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	80	— 8	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	89	— 8	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	88	+11	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	110	+18	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	116	+22	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	124	+27	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	125	+26	175	+15	213	+ 1	254	+ 9	183	+ 1	181	+12
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	98	+21	93	+ 6	196	+ 9	65	+ 7	131	+19
March (a)	117	+50	98	+15	105	+ 8	219	+14	80	— 5	142	+24
April	83	+ 1	102	+ 7	108	+ 3	188	+ 2	86	+ 7	119	+ 2
May	88	+ 3	109	+ 5	113	— 4	208	+ 7	88	— 6	128	+ 4
June (a)	87	+ 8	101	+12	109	+ 1	205	+14	83	+ 4	125	+10
July	94	+ 6	116	+ 5	103	Nil	164	+ 6	86	+ 2	117	+ 5
August	93	+ 6	91	+ 5	93	+ 1	167	+ 7	80	+ 6	114	+ 6
September (a)	100	Nil	101	— 1	109	— 2	191	+ 3	84	— 1	127	+ 1
October	115	— 1	123	— 2	130	+ 1	263	+ 7	84	— 2	159	+ 3
November	116	— 6	140	+ 3	165	— 4	299	+11	113	+ 1	178	+ 3
December (a)	110	—12	178	+ 2	216	+ 2	274	+ 8	185	+ 2	181	Nil

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Radio and electrical, etc. goods shops (f) (£82)	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1968 Year	102	+ 8	87	+ 8	113	+ 8	96	+ 5	90	+ 2	87	+ 1	94	+ 4	113	+13	90	+11
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6
3rd quarter	93	+ 7	78	+ 7	103	+ 8	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33
1968 1st quarter	111	+38	98	+39	121	+39	107	+36	96	+27	92	+26	100	+28	125	+48	101	+46
2nd quarter	86	+ 4	71	+ 3	98	+ 6	77	— 4	80	+ 5	80	+ 8	81	+ 3	93	+ 5	72	+ 6
3rd quarter	96	+ 4	79	+ 1	109	+ 6	90	+ 1	83	— 1	79	Nil	86	— 2	109	+ 8	84	+ 4
4th quarter	113	— 7	101	— 4	123	— 8	109	— 7	101	—13	96	—19	107	— 9	125	— 1	104	— 3
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32
September (a)	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+29	88	+36
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+36	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43
March (a)	117	+50	96	+47	134	+54	103	+32	99	+36	95	+38	102	+35	136	+64	102	+58
April	83	+ 1	69	— 1	95	+ 2	75	Nil	81	+ 4	84	+11	78	— 2	87	— 2	70	+ 2
May	88	+ 3	72	+ 2	101	+ 6	78	— 8	81	+ 6	81	+11	81	+ 2	98	+ 3	77	+ 7
June (a)	87	+ 8	72	+ 8	98	+10	77	— 5	80	+ 5	76	+ 2	83	+ 7	95	+13	70	+ 7
July	94	+ 6	81	+ 5	103	+ 7	93	+ 3	86	+ 5	82	+ 9	90	+ 3	102	+ 7	79	+ 3
August	93	+ 6	77	+ 6	106	+ 7	85	+ 6	81	+ 4	77	+ 5	85	+ 3	106	+ 8	85	+11
September (a)	100	Nil	79	— 6	116	+ 4	90	— 4	82	— 9	80	— 9	84	— 9	118	+ 8	88	Nil
October	115	— 1	98	+ 1	128	— 1	106	— 9	97	— 9	90	—16	103	— 3	133	+ 7	103	+ 2
November	116	— 6	102	— 4	124	— 9	123	Nil	101	—13	89	—19	113	— 8	127	— 2	102	— 3
December (a)	110	—12	103	— 7	117	—14	99	—10	105	—17	106	—20	105	—13	117	— 7	106	— 7

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.

(Continued on next page)

HIRE PURCHASE, *continued*

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor-cycles, side-cars, power assisted cycles (£38 million)		Caravans new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1965 Year	172	+ 1	136	+ 7	91	— 5	59	— 14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	— 23	117	— 14	87	— 4	42	— 29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	— 15
1967 Year	152	+ 16	137	+ 17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+ 11
1968 Year	146	— 4	138	Nil	102	+14	46	+ 4	143	+25	103	— 6	174	— 3	70	+18	158	+21	124	+ 3
1967 1st quarter	110	— 36	95	— 30	80	—23	22	— 53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	— 26
2nd quarter	140	— 25	135	— 17	100	— 9	59	— 10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	— 13
3rd quarter	183	+ 67	177	+ 70	88	+13	57	+ 47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+ 44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+ 81
1968 1st quarter	184	+ 67	155	+ 63	116	+45	44	+ 96	134	+38	92	— 2	192	+12	74	+36	164	+28	139	+ 48
2nd quarter	135	— 3	142	+ 6	106	+ 6	53	— 9	170	+24	91	— 9	185	— 9	63	+17	163	+21	125	+ 3
3rd quarter	143	— 22	144	— 19	89	— 1	54	— 5	172	+25	111	—17	155	—12	66	+18	144	+16	122	— 12
4th quarter	121	— 31	109	— 24	98	+ 7	34	— 15	98	+10	120	+ 5	165	— 2	76	+ 6	160	+18	108	— 14
1967 January	107	— 37	78	— 31	73	—24	16	— 55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	— 26
February	106	— 35	95	— 29	75	—21	22	— 54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	— 26
March	117	— 37	112	— 30	92	—22	29	— 51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	— 24
April	118	— 36	111	— 26	93	—16	44	— 26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	— 19
May	134	— 35	126	— 25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	— 19
June	167	— 2	167	— 1	99	— 2	62	— 11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+ 14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+ 72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+ 93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+ 94
December	94	+123	78	+ 29	72	+43	26	+ 85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+ 36
1968 January	163	+ 53	123	+ 58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+ 43
February	181	+ 71	158	+ 67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+ 50
March	207	+ 76	183	+ 63	141	+54	54	+ 85	182	+29	107	— 8	208	+ 2	74	+40	171	+40	160	+ 50
April	124	+ 5	137	+ 23	101	+ 9	52	+ 19	147	+17	88	—17	174	—22	63	+33	165	+24	120	+ 10
May	149	+ 11	156	+ 24	121	+13	55	— 21	191	+39	99	+12	220	+13	68	+19	183	+43	140	+ 18
June	133	— 21	134	— 20	94	— 5	53	— 14	172	+15	85	—18	160	—17	56	+ 2	142	— 2	116	— 15
July	126	— 35	158	— 13	99	+10	57	— 6	189	+32	108	—19	169	— 1	69	+28	165	+32	128	— 9
August	178	+ 2	146	— 13	88	Nil	60	+ 5	174	+26	116	—15	169	— 4	68	+24	143	+19	130	— 3
September	124	— 31	129	— 29	80	— 7	46	— 15	153	+16	108	—16	127	—31	62	+ 4	124	— 2	108	— 24
October	150	— 28	145	— 20	110	+ 5	50	— 4	136	+20	122	Nil	172	— 9	81	+15	154	+15	129	— 13
November	132	— 42	109	— 36	100	+ 4	35	— 13	87	Nil	122	— 8	162	—12	77	+ 3	175	+23	111	— 24
December	81	— 14	73	— 6	84	+17	16	— 39	70	+ 6	115	+31	161	+20	70	+ 1	152	+15	84	+ 2

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, January 31, 1969.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Mining Review No. 6—22nd year	Br/E 33875	10	January 30	Data Film Distributors Ltd.	National Coal Board.
Some Girls Do	Br/E 33876	91	January 31	Rank Film Distributors Ltd.	Ashdown Film Productions Ltd.
Ropetrick	Br/E 33877	2	January 31	Connoisseur Films Ltd.	Bob Godfrey Films Ltd.
Movietone News 2068A	Br/E 33777	7	January 31	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2069	Br/E 33778	7	January 31	" "	" "
Pathe News 69-9	Br/E 33830	8	January 31	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-10	Br/E 33831	8	January 31	" "	" "
FOREIGN					
Waltz of Sex	F 33767	93	January 27	Miracle Films Ltd.	Minerva S.F. Productions Stockholm
Adultery Italian Style	F 33874	93	January 27	" "	Fair Film Rome.
The Quest for Eldorado	F 33878	13	January 31	Connoisseur Films Ltd.	Francisco Norden Paris.
a) Who Saw Him Die? / b) Ole Dole Doff	F 33879	110	January 31	Cinecenta Film Distributors Ltd.	A.B. Svensk Filmindustri Stockholm.
The Red Mantle	F 33880	101	January 31	" "	Sandrew Film and Teater A.B., Stockholm.
Mr. Freedom	F 33881	91	January 31	" "	O.P.E.R.A. Films, Paris.
Kuroneko	F 33882	98	January 31	" "	Toho Kabushiki Co. Ltd., Tokyo.

Amendment to the Register:
The title of the film 'Wooden Soldiers' (originally entitled 'Babes in Toyland') (F 11046) registered on December 21 1934 has been amended to 'Laurel and Hardy in Toyland'.

Note:
In the list of films registered during the week ended Friday January 24 1969 the date of registration for the film 'The Lion in Winter' (Br/E 33760) should read January 21.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

New business names registered in 1968

DURING THE YEAR ended December 31, 1968 there were 73,553 new registrations under the Registration of Business Names Act, 1916 (as amended by the Companies Act, 1947) and 10,408 names were removed from the Registers, the total remaining on the Registers at December 31, 1968 was 1,142,792.

The following table gives the number of Business Names and of Statements of Changes in Particulars, registered, and of Business Names removed from the Register, under the Registration of Business Names Act, 1916 (as amended) to December 31, 1968, and the number of Business Names remaining on the Registers,

Year	New Registrations			Removals			Cumulative Totals on Registers			Changes in Particulars		
	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland
1917-1936	471,788	435,512	36,276	100,037	94,580	5,457	371,751	340,932	30,819	121,432	112,648	8,784
1937-1956	467,754	441,329	26,425	121,845	114,955	6,890	717,660	667,306	50,354	120,765	109,259	11,506
1957	30,478	29,303	1,175	7,849	7,572	277	740,289	689,037	51,252	6,202	5,769	433
1958	34,801	33,447	1,354	9,174	8,822	352	765,916	713,662	52,254	6,560	6,034	526
1959	38,157	36,692	1,465	9,935	9,502	433	794,138	740,852	53,286	6,597	6,047	550
1960	39,653	38,243	1,410	10,447	10,056	391	823,344	769,039	54,305	6,879	6,268	661
1961	39,007	37,682	1,325	11,026	10,660	366	851,325	796,061	55,264	7,445	6,877	568
1962	39,449	37,985	1,464	10,637	10,269	368	880,137	823,777	56,360	7,858	7,291	567
1963	42,187	40,799	1,388	11,418	11,070	348	910,906	853,506	57,400	7,966	7,417	549
1964	45,045	43,547	1,498	12,059	11,777	282	943,892	885,276	56,616	8,533	8,009	524
1965	48,266	46,617	1,649	11,747	11,289	458	980,411	920,604	59,807	8,823	8,400	423
1966	57,130	55,115	2,015	11,231	10,747	484	1,026,310	964,972	61,338	10,634	10,093	541
1967	63,727	61,667	2,060	10,390	9,989	401	1,079,647	1,016,650	62,997	13,422	12,907	515
1968	73,553	71,084	2,469	10,408	9,958	450	1,142,792	1,077,776	65,016	14,810	14,328	482

LIMITED PARTNERSHIPS

The following table gives the number of limited partnerships registered under the Limited Partnerships Act, 1907, to December 31, 1968, and the amount of subscribed capital.

Year	Total		England and Wales		Scotland	
	Number	Subscribed Capital	Number	Subscribed Capital	Number	Subscribed Capital
		£		£		£
1908-1939	1,464	3,524,336	1,395	3,292,876	69	231,460
1940-1949	160	435,678	152	433,811	8	1,867
1950-1959	158	225,126	154	224,671	4	455
1960	13	6,480	13	6,480	—	—
1961	19	19,325	19	19,325	—	—
1962	14	16,032	13	15,532	1	500
1963	10	3,057	9	3,007	1	50
1964	11	3,098	10	3,088	1	10
1965	15	5,268	15	5,268	—	—
1966	63	237,223	63	237,223	—	—
1967	71	160,300	71	160,300	—	—
1968	86	355,179	80	349,322	6	5,857

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade:

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All requests for information and application forms for computers and ships should be addressed to Southend.

1968 car production 17 per cent up on 1967 and almost a record

THE MINISTRY OF TECHNOLOGY have announced that in the 52-week production year, 1968 United Kingdom manufacturers produced 1,815,800 cars. This was 17 per cent more than in 1967 and within 1 per cent of the 1964 record when allowance is made for 1964, being, for production statistics purposes, a 53-week year. Export production reached a new record of 802,800 cars, 42 per cent more than in 1967 and about one-seventh more than in the previous best year 1964. Production for the home market totalled 1,013,000, a little better than in 1966 and 1967, but still well down on the total in the peak year 1964. Output in the five weeks ending December 28 averaged 34,637 cars a week, 13 per cent more than in the corresponding weeks of 1967.

Allowing for seasonal factors, the rate of production in December was very close to that in November, a small rise in export production not quite offsetting a small fall in production for the home market. Total production in the fourth quarter of the year as a whole, seasonally adjusted, was only a little higher than in the third quarter, and the trend may now have started to level off.

In 1968 409,300 commercial vehicles were produced, 6 per cent more than in 1967 but 7 per cent fewer than in 1966, and more than one-tenth fewer than in the peak years 1964 and 1965. Production for export in 1968, at 149,900 vehicles, was 8 per cent higher than in 1967, and production for the home market was 6 per cent higher. In the five weeks ending December 28 output averaged 8,533 commercial vehicles a week, 18 per cent more than in the corresponding period of 1967. In seasonally adjusted terms, this was a higher rate than in November, and as the year ended the trend was firmly upwards with export production contributing increasingly to the rising rate.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,031	802,773	1,815,804	34,919	259,463	149,855	409,318	7,872
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968 1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
2nd quarter	13	264,041	225,091	489,132	37,626	66,754	37,711	104,465	8,036
3rd quarter	13	215,398	174,188	389,586	29,968	56,719	31,750	88,469	6,805
4th quarter	13	263,667	205,864	469,531	36,118	68,935	43,173	112,108	8,624
1967 October	4	85,851	34,731	120,582	30,146	23,185	11,003	34,188	8,547
November	4	85,633	43,324	128,957	32,239	20,792	11,157	31,949	7,987
December	5	96,272	56,699	152,971	30,594	23,867	12,343	36,210	7,242
1968 January	4	80,547	41,470	122,017	30,504	18,685	9,254	27,939	6,985
February	4	80,167	62,901	143,068	35,767	19,941	11,731	31,672	7,918
March	5	109,211	93,259	202,470	40,494	28,429	16,236	44,665	8,933
April	4	81,243	64,085	145,328	36,332	20,210	11,400	31,160	7,903
May	4	88,868	72,950	161,818	40,455	21,493	12,275	33,768	8,442
June	5	93,930	88,056	181,986	36,397	25,051	14,036	39,087	7,817
July	4	60,040	51,027	111,067	27,767	16,287	8,948	25,235	6,309
August	4	57,227	43,553	100,780	25,195	13,235	8,108	21,343	5,336
September	5	98,131	79,608	177,739	35,548	27,197	14,694	41,891	8,378
October	4	90,289	55,676	145,965	36,491	21,299	12,559	33,858	8,465
November	4	83,520	66,862	150,382	37,596	21,825	13,758	35,583	8,896
December	5	89,858	83,326	173,184	34,637	25,811	16,856	42,667	8,533

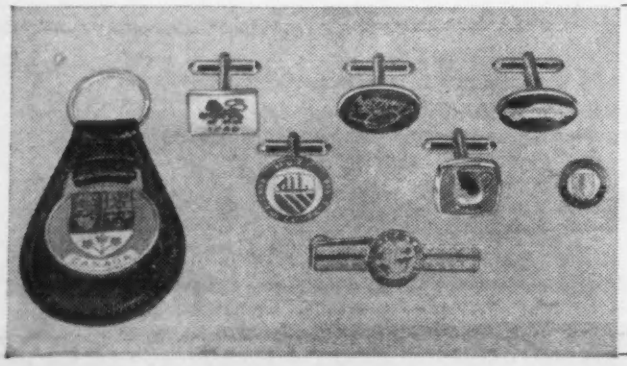

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Table 2. Production – seasonally adjusted

Monthly averages. thousands

	Passenger Cars			Commercial Vehicles		
	For home market	For export	Total	For home market	For export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1968	84·4	66·9	151·3	21·6	12·5	34·1
1966 1st quarter	91·5	52·4	143·9	24·1	14·6	38·7
2nd quarter	89·3	53·7	143·0	23·0	14·9	38·0
3rd quarter	85·7	51·7	137·4	22·0	15·7	37·7
4th quarter	59·7	50·7	110·3	17·7	14·1	31·8
1967 1st quarter	71·1	50·7	121·8	17·8	13·5	31·3
2nd quarter	78·7	49·3	127·9	19·5	11·7	31·2
3rd quarter	85·9	44·2	130·1	21·8	10·6	32·4
4th quarter	93·8	43·8	137·6	22·8	10·7	33·5
1968 1st quarter	82·7	60·2	142·9	21·4	12·1	33·4
2nd quarter	75·8	68·0	143·9	20·1	12·1	32·2
3rd quarter	86·3	71·9	158·1	21·8	12·3	34·1
4th quarter	92·9	67·5	160·4	23·2	13·5	36·7
1967 October	91·5	38·4	123·0	23·4	10·5	33·9
November	94·3	44·8	139·1	22·4	11·1	33·5
December	95·4	48·2	143·6	22·4	10·5	33·0
1968 January	86·5	43·8	130·3	20·1	10·2	30·3
February	80·0	61·0	141·1	20·9	12·1	33·0
March	81·5	75·8	157·3	23·1	13·9	37·1
April	77·6	64·2	141·8	20·6	12·4	33·1
May	79·4	70·5	149·9	20·3	12·1	32·4
June	70·4	69·5	139·8	19·3	11·7	31·0
July	82·2	73·6	155·9	21·2	11·6	32·8
August	84·9	65·4	150·4	21·0	13·2	34·2
September	91·7	76·6	168·2	23·4	12·0	35·4
October	96·9	62·4	159·4	21·7	12·1	33·8
November	92·5	68·9	161·4	23·4	13·8	37·3
December	89·3	71·1	160·4	24·5	14·5	39·0
Average of:						
July to Sept, 1968	86·3	71·9	158·1	21·8	12·3	34·1
Oct. to Dec., 1968	92·9	67·5	160·4	23·2	13·5	36·7
Percentage change	+8	—6	+1	+6	+10	+7

Table 3. Recorded exports

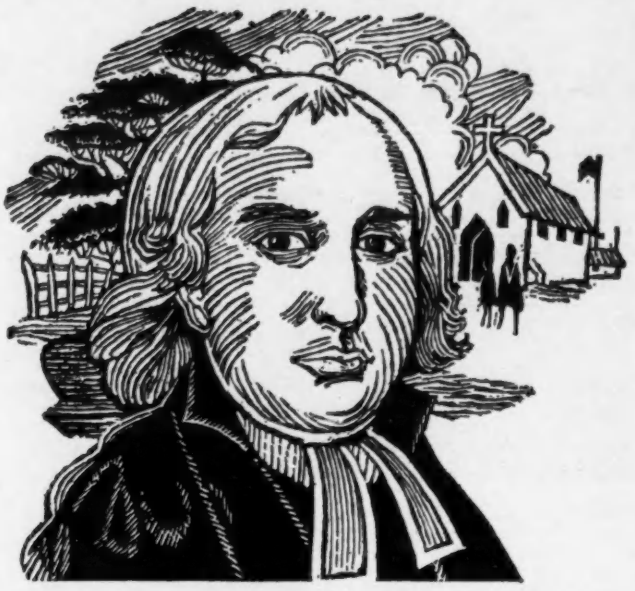
	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolley-buses
1963	616,016	150,705	7,705
1964	679,601	158,201	7,103
1965	627,567	152,254	6,870
1966	555,926	151,141	11,150
1967	502,596	125,335	6,979
1968	676,571	135,156	6,874
1967 1st quarter	153,464	39,671	2,417
2nd quarter	152,935	36,573	1,780
3rd quarter	111,406	27,261	1,459
4th quarter	84,791	21,829	1,323
1968 1st quarter	149,177	32,577	1,803
2nd quarter	199,069	35,642	1,875
3rd quarter	174,397	31,039	1,306
4th quarter	153,928	35,898	1,890
1968 July	69,964	11,450	536
August	49,767	9,564	453
September	54,937	9,914	317
October	42,745	11,015	509
November	60,901	13,195	626
December	49,861	11,662	742

Note:
There are certain differences of timing and coverage between the production and export figures. In particular there is an increasing trend towards assembly overseas of cars from kits supplied from the United Kingdom which do not always appear in the trade accounts as complete vehicles: and the export figures include battery-operated road vehicles whereas the production figures exclude them. The quarterly export figures include amendments not made to monthly figures.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.



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Production of man-made fibres in December

TOTAL PRODUCTION by weight of man-made fibres in December was again at a record level and, at 106 million lb., was 20 per cent more than in December 1967: output of continuous filament was 20 per cent more and of staple fibre 21 per cent more.

In 1968, total production reached 1,188.6 million lb., 24 per cent more than in 1967. Production of continuous filament, taking into account the change in the basis of recording, was 20 per cent more than in 1967; production of staple fibre was 27 per cent more.

Total deliveries of man-made fibres in 1968, at 1,145.9 million lb., were 20 per cent more than in 1967.

Deliveries of continuous filament in 1968 were 20 per cent more than in 1967; deliveries to the home trade were 20 per cent more and for export 19 per cent more. Within the total for the home trade, deliveries for broad weaving were 17 per cent more and for industrial purposes 7 per cent more. Deliveries to the knitting industries increased substantially during 1968, deliveries to weft knitters were 39 per cent more than in 1967 and to warp knitters 27 per cent more.

Total deliveries of staple fibre in 1968 were 20 per cent more than in 1967; deliveries to the home market increased by 13 per cent, while deliveries for export were 34 per cent more. Within the total for the home industries, deliveries to cotton spinning were 7 per cent more and to flax spinning 38 per cent more; deliveries to the wool spinning industry were at much the same level as in 1967.

Man-made fibre production

Quarterly rates or individual months — Million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963	82·6	97·2	179·8
1964	94·5	111·8	206·3
1965	99·1	116·4	215·5
1966	102·8	117·6	220·4
1967	109·6	129·2	238·8
1968	133·2	163·9	297·2
1967 3rd quarter	101·8	113·3	215·2
4th quarter	120·0	142·0	262·0
1968 3rd quarter	124·9	159·8	284·7
4th quarter	139·1	173·9	313·0
1967 October	39·4	46·5	86·0
November	40·7	47·3	88·0
December	39·9	48·2	88·1
1968 October	45·1	58·1	103·2
November	46·1	57·7	103·8
December	47·8	58·2	106·0

(a) From July 1967 the production figures for continuous filament yarn are on an 'actual weight basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Deliveries of continuous filament yarns (b)

(thousand lb. actual weight)

	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Total home trade	Exports as yarn (a)	Grand total
1964	87,133	56,831	42,625	95,732	13,257	295,578	94,556	390,133
1965	89,080	55,159	47,151	106,019	12,793	310,202	87,227	397,428
1966	90,622	68,182	46,100	107,233	17,353	329,490	75,787	405,277
1967	75,444	87,255	55,764	107,766	19,606	345,835	91,504	437,339
1968	88,070	121,081	70,609	114,994	21,672	416,426	109,032	525,458
1967								
1st qtr.	20,145	22,302	12,395	25,374	3,883	84,099	22,174	106,273
2nd qtr.	19,976	20,961	13,718	27,683	4,726	87,065	24,616	111,681
3rd qtr.	15,956	18,668	12,785	24,941	4,212	76,561	20,954	97,515
4th qtr.	19,368	25,324	16,865	29,768	6,784	98,109	23,760	121,869
1968								
1st qtr.	22,848	28,971	16,835	28,574	5,285	102,513	28,308	130,821
2nd qtr.	22,922	29,197	17,576	28,936	5,251	103,882	26,894	130,775
3rd qtr.	19,803	28,829	16,895	28,270	4,887	98,683	27,506	126,189
4th qtr.	22,497 (c)	34,084	19,304	29,215	6,248	111,347	26,325	137,672

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(b) From January 1968 a revised classification of end-uses was introduced; from the first quarter of 1968, therefore, the figures for deliveries to individual industries may not be precisely comparable with those for earlier periods.
(c) Includes 2,662 thousand lb. for carpets and rugs.

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Deliveries of staple fibre

(thousand lb. actual weight)

	Spinning				Total home trade	Exports (a)	Grand total
	Cotton	Wool	Flax	Other systems and sundries			
1964	136,654	127,352	38,296	47,275	349,578	110,359	459,937
1965	125,728	125,493	29,419	53,983	334,624	116,110	450,734
1966	114,825	125,622	28,345	56,461	325,254	125,666	450,919
1967	105,527	128,226	42,039	61,186	336,977	179,947	516,924
1968	113,049	128,300	58,022	80,055	379,425	240,990	620,415
1967							
1st qtr.	25,234	29,523	8,684	13,721	77,162	44,653	121,815
2nd qtr.	25,328	31,524	11,519	16,644	85,014	50,332	135,346
3rd qtr.	22,979	28,142	9,221	14,190	74,532	43,808	118,340
4th qtr.	31,986	39,037	12,615	16,632	100,269	41,154	141,423
1968							
1st qtr.	28,770	35,843	13,274	19,670	97,557	50,207	147,764
2nd qtr.	27,483	32,593	12,570	22,632	95,278	57,022	152,299
3rd qtr.	27,020	27,953	14,030	18,133	87,135	64,991	152,126
4th qtr.	29,776	31,911 (b)	18,148	19,620	99,455	68,770	168,226

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(b) Woollen spinning 17,172 thousand lb.; worsted spinning 14,739 thousand lb.

154,000 foreign visitors in November

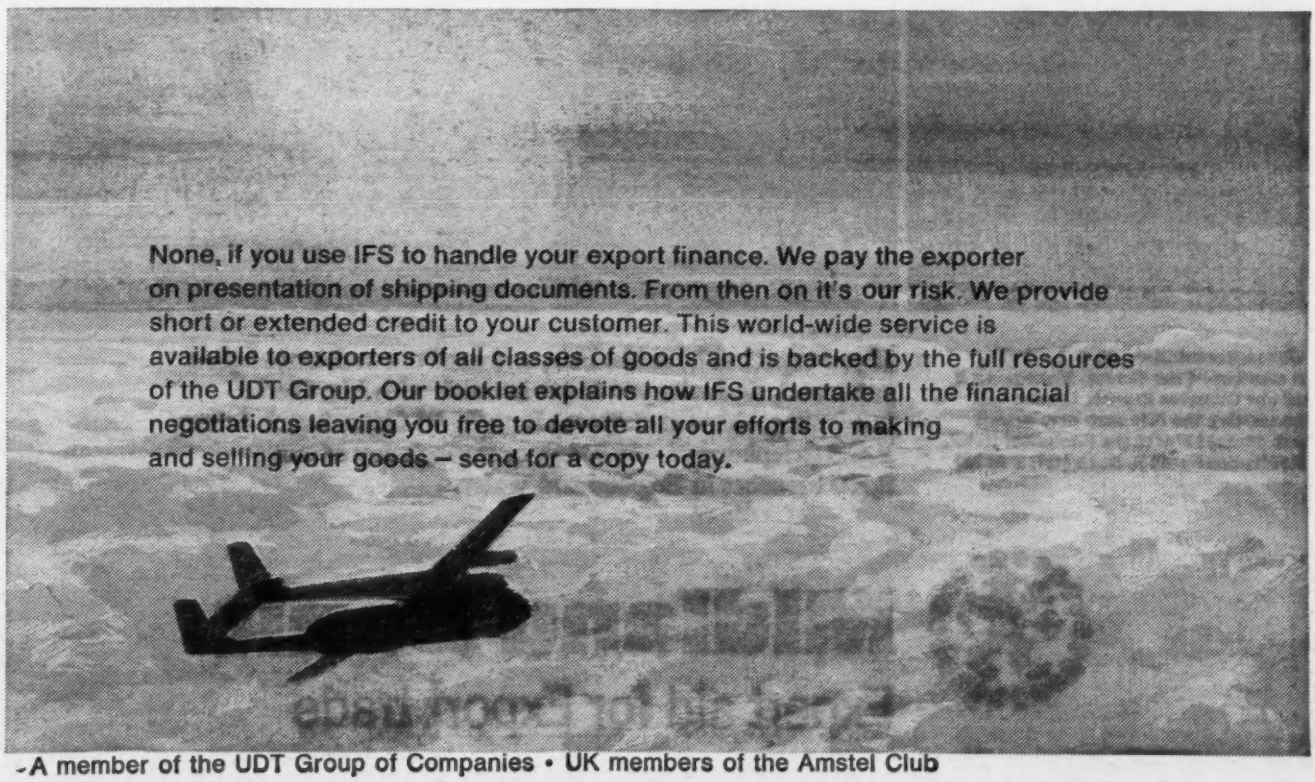
BRITAIN ATTRACTED 154,000 foreign visitors in November – 32,000 more than in the same month of 1967, reports the British Travel Association, Britain's official tourist organization.

The November arrivals brought the total number of foreign visitors to Britain in the first 11 months of 1968 to 2,942,000 – a rise of 364,000 (14 per cent) on the same period of the record-breaking previous year.

Visitors from European countries in November numbered 101,000. This was an increase of 23,000 on the month and brought total European arrivals in the first 11 months of 1968 to 1,830,000 – a rise of 275,000 (18 per cent) on the period.

United States visitors in November numbered 37,000 – an increase of 5,000 on the same month in 1967. They brought total United States arrivals in the first 11 months of 1968 to 841,000 – a rise of 33,000 (4 per cent) on the period.

HE Alhaji Aminu Kano, Nigeria's Commissioner for Communications, visited the Coventry headquarters of GEC-AEI Telecommunications Ltd. on January 17 to discuss details of the £9.6 million communication network the company is supplying. In this picture His Excellency and Mr. W. Brander (left), GEC's senior lecturer on transmission equipment, discuss features of the radio equipment installed in the company's training school.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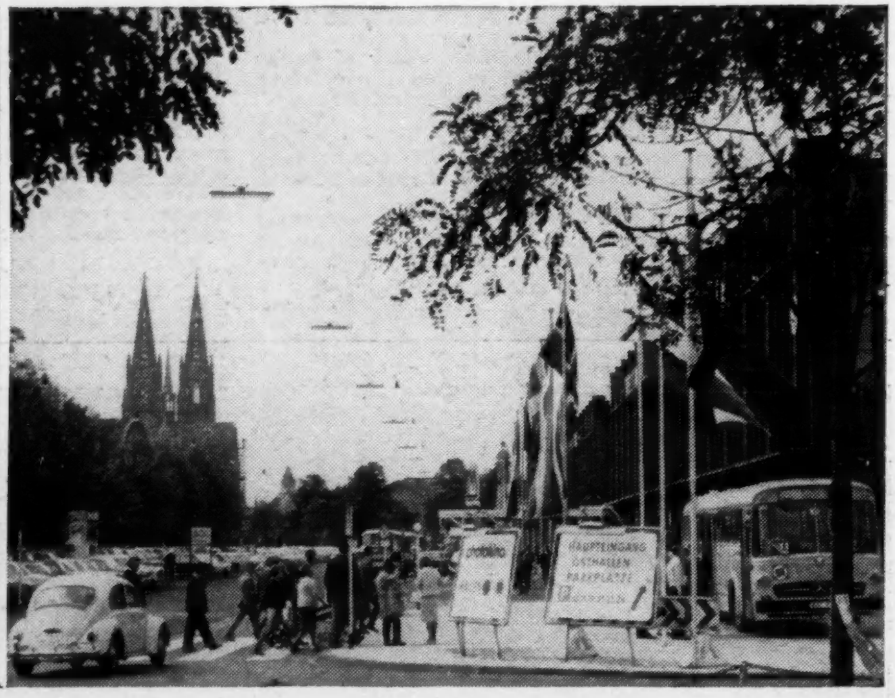
The Midland Bank's Overseas trade services will be available at the **Cologne International Household Goods and Hardware Fair 20-23 February '69**



Our representative Mr. G. L. Clarke, a member of the Central Management of our Overseas Branch, London will be visiting the Fair each day, or you can contact him at the Königshof Hotel, Koblenzerstrasse 9, Bonn (tel: 3 18 31)

If you expect to be at the Fair, and need our assistance *before* you travel, we invite you to get in touch with Mr. Clarke in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,700 branches in England and Wales.

Midland Bank

Expert aid for Export trade

Exhibitions and Fairs

Increased sales by British manufacturers at Paris interior design shows

by Roy Barnes, British Embassy, Paris

THIRTY-SIX British manufacturers came to Paris to exhibit at the International Furniture, Carpets and Floor Coverings, and Lighting Exhibitions held at the Porte de Versailles exhibition grounds from January 15-20. Two 'joint ventures' of 21 firms from the British Furniture Manufacturers Federated Associations and five firms from the Federation of British Carpet Manufacturers were staged in collaboration with the Board of Trade. The quality of British products and their attractive arrangement was most noticeable within the exhibitions, which were themselves of high standard.

The British furniture industry has achieved a steady increase in sales to the French market over the last five years, and furthermore has increased its percentage of the imported furniture market in the face of fierce competition from France's Common Market partners, who no longer have to sell over a tariff barrier. 1968 was a record year, and as British reproduction furniture becomes more and more fashionable in France, as evidenced by the emphasis placed on it by the large Au Printemps store in their highly successful 'Portobello Road' promotion in September 1968 (reported in the *Board of Trade Journal* of October 25, 1968), it can be expected that the performance of the industry in the market will further improve. Most British exhibitors were encouraged by the number of inquiries received, and many reported firm orders taken at the show equal to twice the amount written last year. It was particularly encouraging that newcomers to the Salon within the 'joint venture' should have done so well.

The British carpet industry has also increased its share of the growing French carpet market, notwithstanding a high tariff barrier which does not apply to its competitors from the Common Market countries. The industry, which produces special designs for France in metric sizes, found at this exhibition that it was 'more established' in France than ever before. Several firms have reported that they were 'never so busy', and look forward to 1969 as a truly bumper year.

The one British manufacturer to participate in the Lighting Exhibition used it to present a striking new design, and was immediately rewarded by a trial order from a leading French department store chain.

Exhibitors at the three shows came mainly from Western Europe, with Belgian and Italian manufacturers very prominent. Buyers were also mainly European, but firm orders were also taken by British firms for delivery to the United States and Canada. The exhibitions are clearly increasing in stature, and will certainly attract more foreign buyers as they further develop.

Left: Mr. J. S. Rooke (Economic) at the British Embassy, Paris (left), discussing with Mr. Charles Schwartz the unqualified success of the latter's company, 'Portobello Studio', at their first showing within a joint venture at the Paris International Furniture Exhibition. Mr. Rooke is seen again (right) visiting the stand of Crossley Carpets, regular exhibitors at the Paris Carpet and Floor Coverings Exhibition.

Visitors to the first Montreal International Motor Show make a thorough inspection of cars on the British Leyland stand. (See page 362).

An encouraging start for first Montreal Motor Show

By I. J. Benson, British Government Office, Montreal

CROWDS totalling over 200,000 swarmed to Canada's first International Motor Show which was held at Place Bonaventure, Montreal, from January 17-26. The show was opened by Mr. Jean Paul Beaudry, Quebec Minister of Industry and Commerce, who then toured the exhibits.

On view were the products of more than 50 car and accessory manufacturers from Canada, the United States, Great Britain, Germany, Italy, France and Japan. 235 cars were displayed and, of these, 40 were from Britain. The British Leyland Group, Lotus and Bond combined to exhibit under the auspices of the Society of Motor Manufacturers and Traders with the help of the British Automobile Manufacturers Association in Montreal and with the support of the Board of Trade.

British Leyland, who have made a concentrated effort to establish a solid position in the Canadian market, had a most popular and dramatic exhibit. They featured the week-old Austin America (the 1300) and placed it alongside its original namesake of 1932 (the Austin 7). Sales of this model were extremely good. Also introduced for the first time in Canada and the centre of much attention were the Triumph TR6 and the Jaguar XJ6. Leyland look forward to expanding sales in 1969. In 1967, the firm sold some 11,000 cars in Canada. Last year, they sold 13,000 units, and in 1969 expect to sell 16,000.

The image of Lotus as a manufacturer of racing cars has long been accepted in Canada but a new dimension was introduced at the Montreal Motor Show with public realization that Lotus vehicles can be driven as orthodox sports cars about town. Lotus Cars were delighted with public reaction and confidently expect to double their 1968 distribution in Canada during 1969. The will bring sales to about 700 units.

Bond Cars Limited showed their Two-Litre GT and their Convertible Equipe for the first time in Montreal. They received considerable publicity and a ready acceptance. One of the City's leading distributors has taken the Bond agency and bought the two cars off the floor of the show. He has, moreover, placed an immediate back-up order in the expectation of volume sales. Aston-Martin and A.C., though not part of the joint venture, were the object of great admiration and several expressions of interest were received from potential customers. Road tests have been arranged.

There is no doubt that this highly successful Motor Show will be repeated in years to come.

Record attendance figures for lighting exhibition

OVER 15,000 visitors attended Lightshow International with Giftshow International, claimed to be the 'largest-ever British lighting exhibition', which ran at Olympia from January 13 to 17. This figure, say the organizers, Brintex Exhibitions Ltd., is approaching three times the total attendance for the last lighting exhibition at Olympia in January 1968 and the largest recorded figure for an event of this type in the United Kingdom.

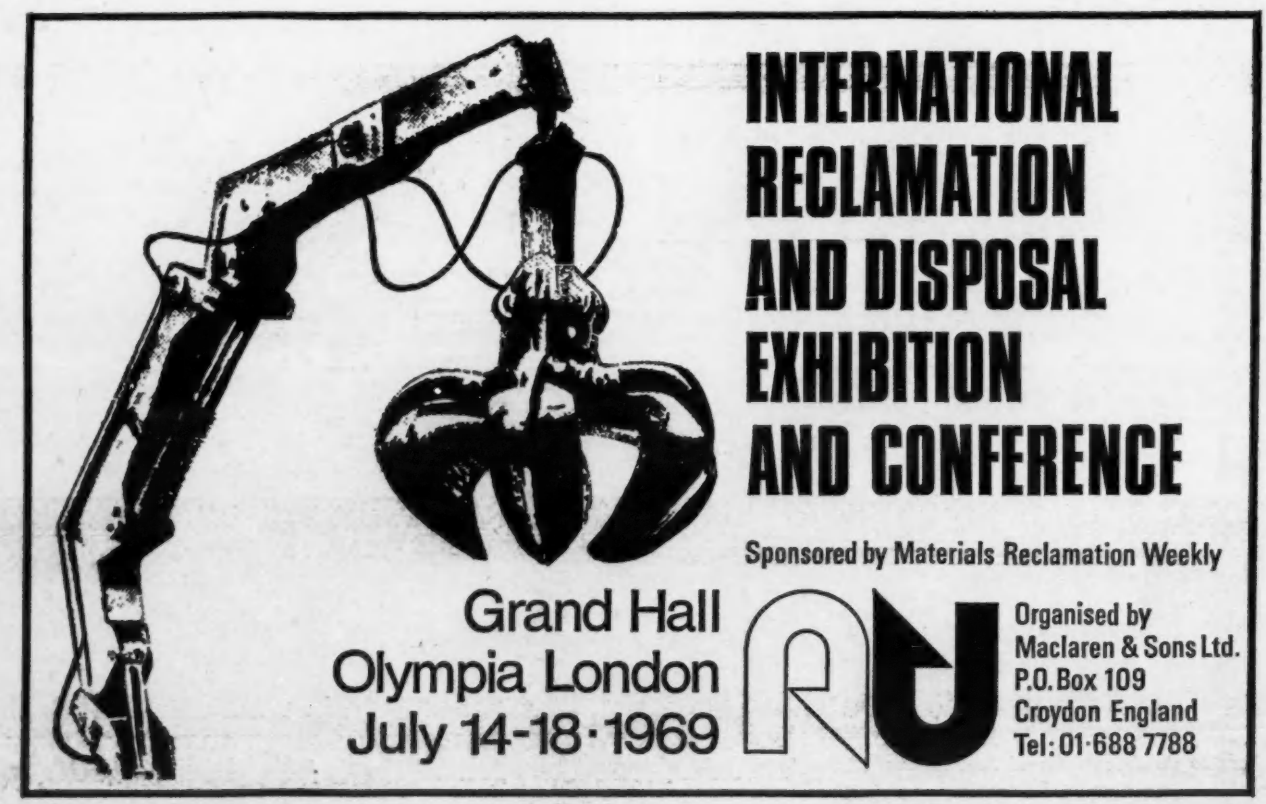
The known total of overseas visitors was 410, with visitors from 25 countries. Business reported to the organizers, including firm orders on the stands and inquiries considered by the exhibitors as reasonably certain to produce firm orders, totalled £397,043 – of which £41,300 were for export.

High level of export buying at Statindex '69

FOCUS WAS on export buying at this year's Statindex, the stationery industry exhibition, which ran at Olympia from January 27 to 31. The exhibition's organizers reported that more overseas buyers than ever before had visited Statindex '69 and had placed a record number of orders.

Typical of interest shown by foreign visitors were orders placed by buyers from Switzerland, Holland, Denmark, Sweden, Finland, Norway, Germany, Belgium, America, Canada, Spain and Japan with Kentex, who were showing one product only – an Acrilan pencil-case retailing at 4s. 11d. Cross Paperware said that overseas interest was very much up on last year – one of the export orders they obtained was a £4,500 one for their matching sets of party paperware from Spain's largest department store. William Johnson, showing leather folders, said they had received 'first-class' export orders from America, Australia, Japan and Sweden. Another company whose stand attracted overseas buyers was Badge and Novelty, who said their expectations had been 'trebled'.

Summing up, Mr. Leonard Pagliero, secretary of the British Stationery and Office Equipment Association and a director of the exhibition, said that Statindex '69 had been exceptionally successful as a buying exhibition – and particularly valuable in the amount of overseas orders taken.



Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

Specially designed crane for Brazil

A COLES diesel hydraulic 120T telescopic jib truck crane with 6 x 4 wheel drive will be exhibited on the stand of the British Crane & Excavator Corporation Limited at the forthcoming British Industrial Exhibition in Sao Paulo from March 5-16. Coles report that their 120T machine, which is also available as a 4 x 2 wheel drive unit, has been highly successful all over the world and that over 500 of these cranes are at present working in this country and abroad.

The 6 x 4 wheel drive version has been specially designed to meet Brazilian road regulations and this particular model is equipped with a Scania-Vabis diesel engine to suit local spares availability in Brazil.

The Sao Paulo exhibition is being organized by Industrial and Trade Fairs International Ltd. with financial support from the Board of Trade, and is sponsored by BNEC-Latin America.

First showing at Tripoli

A RANGE of Harrison lathes, milling machines and grinders, Brooke Tool engineers' small cutting tools and Rubery Owen welding equipment will be shown for the first time at the Tripoli International Trade Fair (March 6 to 26) by the Owen Organization, whose display will be in the British pavilion. The Board of Trade is responsible for the British participation at this event.

Timsons to exhibit in Japan

TIMSONS LTD., of Kettering and London, will be exhibiting at the fourth Japan Printing Show to be held at the Toyko International Fair Compound from February 28 to March 3. Under the banner of their Japanese agents, Ataka & Company, Timsons will be showing an offset jobber arranged for the production of continuous stationery. The press can print one web in one colour offset, imprint from rubber, number, sprocket punch, cross perforate and deliver folded packs of one paper and one carbon. Also on show will be the Timsons Verti-Collector, which can collate up to six packs of one paper and one carbon and deliver multi-part sets either crimp locked or hot melt gummed. Representing Timsons at the Japan Printing Show will be Mr. R. G. Cook, one of the sales executives.

Hoover products at Cologne Fair

HOOVER UPRIGHT CLEANERS which are exported to Germany in tens of thousands will be the main exhibits on the Hoover stand at the Cologne Fair from February 20 to 23. There will also be on display the full range of Hoover cleaners, polishers, washing machines, refrigerators and irons.

Hoover are participating as members of the Engineering and Building Centre, Birmingham, Group, one of the several joint venture displays arranged for the Cologne event in collaboration with the Board of Trade.

Berk products for Leipzig Spring Fair

BERK LIMITED will display a comprehensive range of products and equipment on a stand at the Leipzig Spring Technical Fair (March 2 to 11), occupied jointly by Humphreys and Glasgow, Berk and several other manufacturers.

The centre of the Berk exhibit will be an illuminated panel which will illustrate the versatility of Graco liquid and mastic transfer equipment. Visitors will be able to select their material and the type of transfer required – spraying, extruding, metering, proportioning, continuous transfer, etc., whereupon a panel will light up to illustrate a suggested Graco installation for the selected combination. Graco liquid transfer systems are in common use throughout Eastern Europe.

Amongst Berk's chemical products included will be Flammex flame retardants for plastics, Thermofin exothermic powders and bromine compounds.

Berk has recently introduced two new metal powder spray torches, the Powda-Build/Powda-Fuse HX5 and the Powda-Weld TRO hard-surfacing and brazing torch, both of which are new to Leipzig.

Metacoustic ceilings at Swiss exhibition

THE MERCHANT TRADING CO. LTD., of Southall, Middlesex, will be showing a range of their Metacoustic Directional Strip Ceilings at the 4th SMGV Finishing and Decorating Exhibition, to be held at Basle, Switzerland, from February 13-16. The ceilings, which are exported throughout the world, will form a feature of the Granol A.G. stand at the exhibition. Granol A.G. are Metco's exclusive distributors for Metacoustic ceilings in Switzerland.

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Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (published on November 1, 1968)

The next full supplement will be published on March 7.

SECTION I
OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named (Tel. 01-222 7877 except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

AMENDMENTS – 1969

Utrecht: INTERNATIONAL SPRING FAIR – March 2-7, 1969
This entry should be amended to read:
A joint venture with the Federation of British Hand Tool Manufacturers.
(Mr. T. E. Kerfoot, Ext. 3071)

Vienna: INTERNATIONAL SPRING TRADE FAIR – March 9-16, 1969
This entry should be amended to read:
Joint venture with the British Artmetal Manufacturers' Export Group.
(Miss F. King, Ext. 2782)

Milan: INTERNATIONAL SAMPLES FAIR – April 14-25, 1969
This entry should be amended to read:
(i) Joint venture of giftware firms with the London Chamber of Commerce
(ii) Official Information Stand.
(Miss F. King, Ext. 2782)

Lille: INTERNATIONAL TRADE FAIR – May 8-19, 1969
This entry should be amended to read:
A joint venture with the London Chamber of Commerce (12 firms).
(Mr. A. G. Pearson, Ext. 2398)

Budapest: INTERNATIONAL TRADE FAIR – May 16-26, 1969
This entry should be amended to read:
A British Pavilion organized by the Board of Trade (All space allocated – reserve list in operation).
(Mr. J. R. Schaffer, Ext. 2785)

Padua: INTERNATIONAL SAMPLES FAIR – May/June 1969
The dates should be amended to read:
May 29-June 9, 1969.
(Miss F. King, Ext. 2782)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 7-14, 1969
This entry should be amended to read:
(i) Joint venture in the theme of Leisure. Firms interested in participation should contact the London Chamber of Commerce.
(ii) Joint venture with the Birmingham Engineering and Build- Centre. Firms interested in partcipation should contact the Centre.
(Miss F. King, Ext. 2782)

Plovdiv: INTERNATIONAL FAIR – September 21-30. 1969
This entry should be amended to read:
The Board of Trade may organize a British Pavilion at this event.
(Mr. J. R. Schaffer, Ext. 2785)

Tehran: SECOND ASIAN TRADE FAIR – October 5-24, 1969
This entry should be amended to read:
A British Pavilion organized by the Board of Trade (All space allocated – reserve list in operation).
(Mr. J. R. Schaffer, Ext. 2785)

ADDITIONS – 1969

Cagliari: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 12-23, 1969
Official Information Stand.
(Miss F. King, Ext. 2782)

Barcelona: INTERNATIONAL SAMPLES FAIR – June 1-15, 1969
A trade information stand organized by the Electrical Engineers (ASEE) Exhibition Ltd.
(Mr. T. E. Kerfoot, Ext. 3071)

Lisbon: INTERNATIONAL TRADE FAIR – June 9-23, 1969
Joint venture with the Birmingham Engineering and Building Centre. Firms interested in participation should contact the Centre.
(Miss F. King, Ext. 2782)

Bari: INTERNATIONAL LEVANT FAIR – September 10-23, 1969
Official Information Stand.
(Miss F. King, Ext. 2782)

Vienna: CONSUMER DURABLES DISPLAY – October 10-18, 1969
Joint venture with the British National Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

AMENDMENT – 1970

Plovdiv: INTERNATIONAL FAIR – September 20-29, 1970
This entry should be amended to read:
The Board of Trade may organize a British Pavilion at this event.
(Mr. J. R. Schaffer, Ext. 2785)

ADDITION – 1970

Tel-Aviv: INTERNATIONAL TRADE FAIR – May 25-June 9, 1970
Probable British Pavilion.
(Mr. B. L. Banks, Ext. 3558)

(b) SPECIALIZED

DELETE – 1969

Vienna: INTERNATIONAL AUSTRIAN SHOE EXHIBITION – March 23-24, 1969

(*Continued on next page*)

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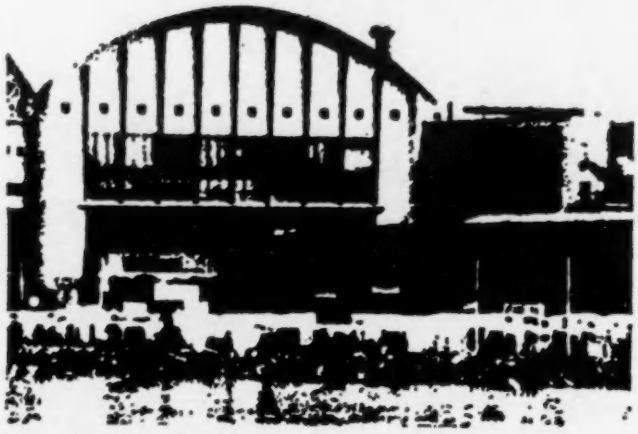

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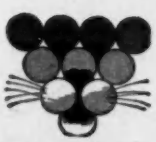

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Chicago: INSTITUTE OF FOOD TECHNOLOGISTS – May 11-14, 1969

Johannesburg: STATIONERY AND OFFICE EQUIPMENT EXHIBITION – SASTEX '69 – May 19-24, 1969

AMENDMENTS – 1969

Milan: INTERNATIONAL FANCY GOODS, STATIONERY AND GIFTWARE EXHIBITION CHI BI CAR – February 2-9, 1969
This entry should be amended to read:
Joint venture with the British Artmetal Manufacturers' Export Group.
(Miss F. King, Ext. 2782)

New York: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX)
This entry should be amended to read:
From March 4 to April 6, 1969.
(Miss J. M. Coker, Ext. 2624)

Basle: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL '69) – March 4-8, 1969
This entry should be amended to read:
A joint venture with the Association of Public Address Engineers.
(Mr. T. E. Kerfoot, Ext. 3071)

Amsterdam: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 7-16, 1969
This entry should be amended to read:
A joint venture with the Ship and Boat Builders National Federation.
(Mr. T. E. Kerfoot, Ext. 3071)

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 9-17, 1969
This entry should be amended to read:
Joint venture with the British Agricultural Export Council.
(Miss F. King, Ext. 2782)

Geneva: INTERNATIONAL MOTOR SHOW – March 13-23, 1969
This entry should be amended to read:
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. T. E. Kerfoot, Ext. 3071)

Munich: FASHION WEEK – March 23-27, 1969
This entry should be amended to read:
A joint venture with the Clothing Export Council.
(Miss E. J. Slegg, Ext. 3559)

Utrecht: INTERNATIONAL BUILDING AND HEATING EXHIBITION – April 10-19, 1969
This entry should be amended to read:
Joint ventures with the Building Materials Export Group and The HEVAC Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Vienna: LADIES FASHION SHOW – April 13-16, 1969
This entry should be amended to read:
Joint venture with the Clothing Export Council.
(Miss F. King, Ext. 2782)

Belgrade: INTERNATIONAL FAIR OF ENGINEERING AND MOTOR VEHICLES – April 19-27, 1969
The title of this event should be amended to read:
International Fair of Engines and Motor Vehicles.

Moscow: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28, 1969
This entry should be amended to read:
A joint venture with the Scientific Instrument Manufacturers Association. Firms interested in participation should contact the Association (N.B. All space allocated – reserve list in operation).
(Mr. J. R. Schaffer, Ext. 2785)

Chicago: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 24-28, 1969
The dates for this event should be amended to read:
May 25-28.

Santarem: INTERNATIONAL RIBATEJO AGRICULTURAL FAIR – June 1969
The dates for this event have been amended to:
June 1-15, 1969.
(Miss F. King, Ext. 2782)

Athens: INTERNATIONAL SHIPPING EXHIBITION 'POSIDONIA '69' – June 2-8, 1969
This entry should be amended to read:
Joint ventures with the British Marine Equipment Council and the Ship Builders and Repairers National Association. Firms interested in participation should contact the Council or the Association (N.B. All space allocated – reserve list in operation).
(Mr. J. R. Schaffer, Ext. 2785)

Cologne: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS USED FOR WOODWORKING, FURNITURE UPHOLSTERY, MATTRESSES, HOUSE, SHIP, VEHICLE AND LIGHT CONSTRUCTIONAL BUILDING (INTERZUM) – June 11-15, 1969
This entry should be amended to read:
Probable joint venture with the British Carpets Export Pro- Joint venture with the British Carpets Export Promotions Council.
(Mr. S. Bickel, Ext. 2011)

Moscow: PRINTING MACHINERY (INCLUDING DUPLICATING AND PHOTOCOPYING EQUIPMENT) 'INPOLYGRAPHMASH '69 – July 9-23, 1969
This entry should be amended to read:
Joint ventures with the British Printing Machinery Association and the Business Equipment Trade Association. Firms interested in participation should contact either of the Associations (N.B. All space allocated – reserve list in operation).
(Mr. J. R. Schaffer, Ext. 2785)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 22-24, 1969
This entry should be amended to read:
Probable joint ventures with the British Menswear Guild and the Clothing Manufacturers' Federation. Firms interested should contact their Association.
(Mr. S. Bickel, Ext. 2011)

Offenbach: INTERNATIONAL LEATHER GOODS FAIR
The dates for this Fair should be amended to read:
August 23-27, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their Associations.
(Miss H. McKinlay, Ext. 2777)

Vienna: INTERNATIONAL WATER SUPPLY CONGRESS AND EXHIBITION – September 1-5, 1969
This entry should be amended to read:
Joint venture with the Water Purification Plant Association. Firms interested in participation should contact the Association
(Miss F. King, Ext. 2782)

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU), – September 10-15, 1969
The date should be amended to read:
September 7-12, 1969.

Atlanta (Georgia): BOBBIN SHOW (NEEDLE TRADES MANAGEMENT EXPOSITION)
This entry should be amended to read:
September 17-20, 1969.
A probable joint venture with the Clothing Institute.
(Miss G. Adams, Ext. 2788)

Moscow: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) – September 24-October 8, 1969
This entry should be amended to read:
A joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Association.
(Mr. J. R. Schaffer, Ext. 2785)

Nairobi: NAIROBI SHOW
The dates of this event should be amended to read:
September 30-October 4, 1969.
(Miss G. Adams, Ext. 2788)

Vienna: LADIES FASHION SHOW – October 1969
The dates should be amended to read:
October 19-22, 1969.
(Miss F. King, Ext. 2782)

(*Continued on next page*)

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Turin: INTERNATIONAL MOTOR SHOW – October 1969
The dates should be amended to read:
October 29-November 9, 1969.

Vienna: INTERNATIONAL TRADE EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November 1969
The dates should be amended to read:
November 4-8, 1969.

ADDITIONS – 1969

Montreal: DISPLAY OF BRITISH WOMENSWEAR – March 12-18, 1969
A joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 2788)

Toronto: DISPLAY OF BRITISH WOMENSWEAR – March 19-26
A joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 2788)

Cannes: INTERNATIONAL TELEVISION PROGRAMME MARKET (MIP-TV) – April 12-18, 1969
A joint venture with the Film Production Association of Great Britain (12 firms).
(Mr. A. G. Pearson, Ext. 2398)

Los Angeles: INTERNATIONAL CUSTOMS CAR AND MOTOR CYCLE SHOW – April 24-27, 1969
A probable joint venture with the Cycle and Motor Cycle Association.
(Miss G. Adams, Ext. 2788)

Basle: INTERNATIONAL WATER SEWAGE AND AIR PURIFICATION EXHIBITION (PRO-AQUA) – May 29-June 4, 1969
A joint venture with the London Chamber of Commerce.
(Mr. T. E. Kerfoot, Ext. 3071)

St. Gallen: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA) – May 31-June 8, 1969
A possible joint venture with the British Furniture Manufacturers Federated Associations. Firms interested in participation should contact the Federated Associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Prague: PRINTING MACHINERY AND COMMUNICATIONS EXHIBITIONS 'INTERPRESS 2' – June 11-18, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participating should contact the Chamber.
(B. L. Banks, Ext. 3558)

Reykjavik: BRITISH EXHIBITION OF EDUCATIONAL EQUIPMENT – July 1969
The Board of Trade are supporting the Educational Equipment Association in the organization of a British exhibition. Firms interested in participation in the joint venture should contact the Association.
(Mr. A. G. Pearson, Ext. 2398)

Utrecht: HOSPITAL EQUIPMENT EXHIBITION (MEDICA) – October 7-16, 1969
A possible joint venture with the British Surgical Export Group. Firms interested in participation should contact the Export Group.
(Mr. T. E. Kerfoot, Ext. 3071)

Paris: INTERNATIONAL HYDRAULICS AND COMPRESSED AIR EXHIBITION – October 20-25, 1969
A Trade Information Stand organized by the Association of Hydraulic Equipment Manufacturers.
(Mr. R. J. Ager, Ext. 2783)

Houston: INTERNATIONAL I.S.A. INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 27-30, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the LCC.
(Miss G. Adams, Ext. 2788)

Paris: INTERNATIONAL PHOTO, CINEMA AND OPTIC EXHIBITION – November 7-11, 1969
A possible joint venture with the British Photographic Export Group.
(Mr. R. J. Ager, Ext. 2783)

Zagreb: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION 'INTERBIRO' – November 10-16, 1969
A possible joint venture with the Business Equipment Trade Association. Firms interested in participating should contact the Association.
(B. L. Banks, Ext. 3558)

Paris: PUBLIC HOSPITALS EXHIBITION AND CONGRESS – November 17-21, 1969
A possible joint venture with the British Surgical Export Group.
(Mr. R. J. Ager, Ext. 2783)

Basle: INTERNATIONAL SURFACE TREATMENT EXHIBITION (SURFACE '69) November 19-25, 1969
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber of Commerce.
(Mr. T. E. Kerfoot, Ext. 3071)

Amsterdam: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – November 24-27, 1969
A probable joint venture with the British Institute of Cleaning Science. Firms interested in participation should contact the Institute.
(Mr. T. E. Kerfoot, Ext. 3071)

AMENDMENTS – 1970

Hamburg: BOAT SHOW – January 1970
Dates should be amended to read:
January 22-29, 1970.

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (INLEGMASH '70) – May-June 1970
This entry should be amended to read:
A possible British Pavilion.
The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with:
(Mr. J. R. Schaffer, Ext. 2785)

Frankfurt: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24, 1970
This entry should be amended to read:
Joint ventures with the British Chemical Plant Manufacturers Association, the Scientific Instrument Manufacturers Association and the British Laboratory Ware Association and a trade information stand manned by the Book Development Council.

Moscow: CHEMISTRY EXHIBITION (KHIMYA '70) – September 1970
This entry should be amended to read:
The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with:
(Mr. J. R. Schaffer, Ext. 2785)

Frankfurt: INTERNATIONAL BOOK FAIR – September-October 1970
This date should be amended to read:
September 24-29, 1970.

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – October 17-20, 1970
This date should be amended to read:
November 17-20, 1970.

ADDITION – 1970

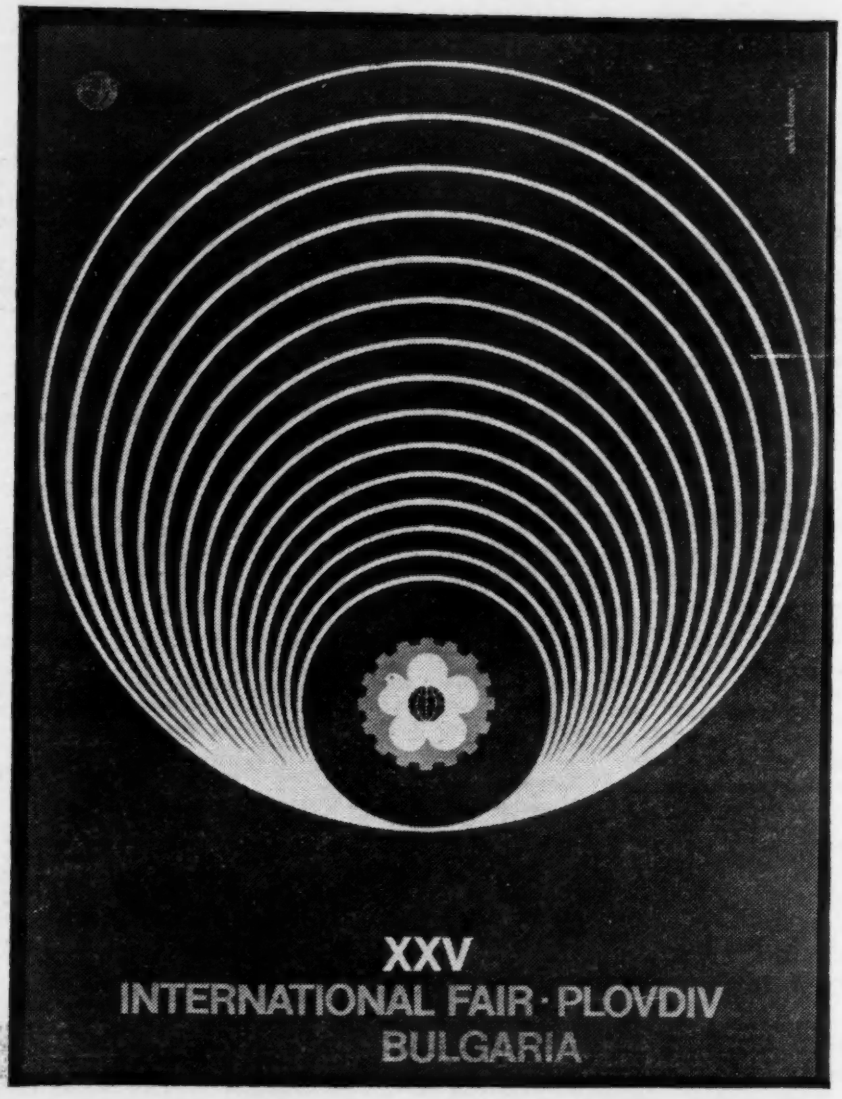
Johannesburg: ELECTRA 70 – ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION – October 1970
Possible joint ventures with the appropriate Trade Associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

ADDITION – 1971

Ljubljana: INTERNATIONAL CONGRESS AND EXHIBITION ON INFORMATION PROCESSING – August 23-28, 1971
A possible joint venture with the Business Equipment Trade Association. Firms interested in participating should contact the Assocation.
(B. L. Banks, Ext. 3558)

(Continued on page 370)

We are pleased to invite you to take part in



XXV INTERNATIONAL FAIR – PLOVDIV BULGARIA

September 21st to September 30th 1969

TOTAL FAIR AREA: 600,000 sq.m.
EXHIBITION AREA: 165,000 sq.m.
PARTICIPANTS IN 1968: 40 countries

VISITORS: 500,000 from all over the world
SPECIAL DAYS FOR BUSINESSMEN
VISITING HOURS: 8 a.m. to 6 p.m.

Member of the Union of International Fairs

For detailed information, write to:

DIRECTORATE OF THE INTERNATIONAL FAIR, Plovdiv, Bulgaria — Cables: Panaira Plovdiv

BULGARIAN CHAMBER of COMMERCE
Sofia, 11a Al. Stambolisky Blvd

BULGARIAN TRADE REPRESENTATION
104 Lancaster Gate, London, W.2

(c) BRITISH WEEKS and STORE PROMOTIONS

CHANGE OF ADDRESS

The address of British Weeks and Store Promotions Directorate is now: Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01- 248 5757).

DELETE – 1969

Paris: BRITISH PROMOTION IN CHAMPS ELYSEES – October 10-18, 1969

AMENDMENTS – 1969

Dortmund: BRITISH SHOPPING WEEK – May 28-June 4, 1969

Vechta: BRITISH SHOPPING WEEK – June 14-21, 1969
A classified list of shops is available from Mr. H. S. L. Tottenham, BNEC/ECE, 6 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).

Philadelphia: STRAWBRIDGE AND CLOTHIER – October 20-November 1, 1969
The first sentence should be amended to read:
The British promotion being held in the downtown store and seven suburban branches will feature consumer goods generally.
The telephone number of the Board of Trade contact should be 01-248 5757, Ext. 7215.

Washington: WOODWARD AND LOTHROP INC. – October 27-November 8, 1969
The first sentence should be amended to read:
The British promotion being held in the downtown store and eleven suburban branches will feature consumer goods generally.
The telephone number of the Board of Trade contact should be 01-248 5757, Ext. 7215.

Hong Kong: THE WING ON CO. LTD. – February 20-27, 1969

Melbourne: BUCKLEY & NUNN LTD. – February 24-March 8, 1969

Sydney: F. V. RICHARDS & CO. – April 14-28, 1969

Johannesburg: GREATERMANS LTD. – April 1969

Sydney and Brisbane: DAVID JONES LTD. – Commencing May 13

Sydney: PROUDS (PTY) LTD. – August 1969

Houston, Texas: FOLEY'S – November 3-15, 1969
The telephone number of the Board of Trade contact for the above promotions should be 01-248 5757, Ext. 7215.

Linz: KLEIDERHAUS GLOBUS
This promotion has been postponed until 1970.

ADDITIONS – 1969

Chicago: STOP AND SHOP – April 7-26, 1969
The British Promotion will feature a complete line of British imported foods. The store has no London Buying House and is only interested in offers made through representatives in the United States. The address of the store is: 16 West Washington St., Chicago, Illinois 60602 (Mr. R. A. Hillier, 01-248 5757, Ext. 7215).

Luneburg: SPAR ORGANISATION are extending their promotion in support of the British Shopping Week (May 10-18) to include 100 of their branches in the district. Offers of food, drink and household goods should be sent to Spar Zentrale (Herr Willi Cohrs), 3140 Luneberg, Hamburgerstr. 10, Germany.

France: NOUVELLES GALERIES STORES at Caen, April 19-May 3, and Lille, May 8-18
Offers should be sent to M. J. Roussy, Directeur des Achats, SFNGR, 66 rue des Archives, Paris 3e.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Denmark: IRMA A/S – May 12-24, 1969
Following the success of their British promotion last year, this chain of about 180 branches intend to hold another promotion this year. *It is stressed that they are interested in receiving offers only for the following products*: chocolate, boiled sweets, fruit gums and pastilles, sauces and dressings, and speciality items. Potential suppliers should send two samples, with prices c.i.f. Copenhagen in Danish Kroner, marked for the attention of Mr. Ole Hansen, IRMA A/S Korsdalsvej 101, 2610 Rødovre, Denmark.
(Mr. A. E. H. Sammons, 01-248 5757, Ext. 7104)

Gothenburg: BRITISH SHOPPING WEEK – September 19-28, 1969
Following upon the success of the British Week in Stockholm, a Shopping Week in Gothenburg will take place next September. Further particulars will be announced shortly.
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Hamburg: BRITISH WOOL TEXTILES PROMOTION – September 27-October 5, 1969
This promotion is being arranged by the National Wool Textile Export Corporation. Inquiries should be addressed to Mr. R. E. Masters at the Corporation office, Commerce House, Bradford, 1 (Tel. 0274 24235).
(Mr. P. Holmes, 01-248 5757, Ext. 7243)

Los Angeles: BROADWAY DEPARTMENT STORE – October 5-19, 1969
This British promotion being held in 28 stores will feature men, women and children's ready to wear clothing, fashion accessories, cosmetics, leather goods, footwear, textiles, home furnishings, china, glass, earthenware, silver plate, and giftware.
The London Buying House is: Gimbel Brothers, Berkeley Square, London, W.1 (Tel. 01-629 3031).
Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

ADDITION – 1970

Milwaukee: THE BOSTON STORE CO. – September 21-October 3, 1970
This British promotion will be held in the downtown store and three suburban branches. It will feature home furnishings, clothing, stationery, cosmetics, foodstuffs, beverages. The London Buying House, Associated Merchandising Corporation, 1B Baker Street, London, W.1 (Tel. 01-486 4721).
(Mr. R. A. Hillier, 01-248 5757, Ext. 7215)

Finland: 'BRITAIN IN FINLAND, 1970'
A number of store promotions is expected to be held during this trade drive. Particulars will be announced when arrangements become firm. In the meantime a leaflet about the trade drive is available from the BNEC/ECE (Mr. H. S. L. Tottenham), 6 Dean Farrar St, London, S.W.1 (Tel. 01- 930 3121).
(Miss M. M. Wood, 01-248 5757, Ext. 7244)

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman. Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extensions:

Eastern Europe, including East Germany	3558
Cologne, Düsseldorf, Offenback, Weisbaden	2569
Other towns in West Germany	3557
Austria, Italy, Portugal	3072
France (Paris only), Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain	
Irish Republic	3072
United States, Canada	2788
United Kingdom	3008
The rest of the world	2496

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Delete – 1969

COPENHAGEN: INTERNATIONAL HOSPITAL EXHIBITION – May

Amendments – 1969

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 8-16
Date should be amended to read March 15-23.

STOCKHOLM: INTERNATIONAL SPORTS CAR SHOW AND CARAVANS – March-April
The date should be amended to read April 3-7.

BORDEAUX: INTERNATIONAL TRADE FAIR – May 8-19
The date should be amended to read May 10-19.

TOULOUSE: DO-IT-YOURSELF EXHIBITION – May 31-June 8
The date should be amended to read December 6-14.

SANTAREM: INTERNATIONAL RIBATEJO AGRICULTURAL FAIR – June
The date should be amended to read June 1-15.

LISBON: INTERNATIONAL TRADE FAIR – June
The date should be amended to read June 9-23.

HAMBURG: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOWS – August
Date should be amended to read August 22-31.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR
The dates should be amended to read August 23-27.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September 10-15
The date should be amended to read September 7-12.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – September 28-October 6
The date should be amended to read September 27-October 5.

BARI: INTERNATIONAL LEVANT FAIR – September
The date should be amended to read September 10-23.

TURIN: INTERNATIONAL MOTOR SHOW – November
The date should be amended to read October 29-November 9.

VIENNA: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November
The date should be amended to read November 4-8.

Additions – 1969

BELGRADE: INTERNATIONAL NAUTICAL SHOW – April 19-27
Apply, Belgrade Fair Authority, Bulevar Vojvode, Misica No. 14, Belgrade, Yugoslavia.

BERGEN: BERGENS HALLEN SEA SPORTS SHOW – April 25-May 4
Apply, Bergenshallen, Boks 1264, 5001 Bergen, Norway.

TOURS: INTERNATIONAL TRADE FAIR – May 3-11
Apply, Foires de Tours, Parc des Expositions, Boite Postale 220, Tours 37. Tel. 53-85-27.

DUBLIN: WORLD CONGRESS AND EXHIBITION OF THE INTERNATIONAL SOCIETY FOR THE REHABILITATION OF THE DISABLED – September 14-19
Apply, 11th World Congress Secretariat, 18 Merrion Road, Ballsbridge, Dublin 4.

VIENNA: INTERNATIONAL AUSTRIAN SHOE EXHIBITION – September 21-22
Apply, Hans Binder, Vienna X Columbusgasse 65.

PARIS: PUBLIC HOSPITALS EXHIBITION AND CONGRESS – November 17-21
Apply, M. Raynauld, delegue general, 21 Place du Commerce, Paris 15.

AMSTERDAM: INTERNATIONAL CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – November 24-27
Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

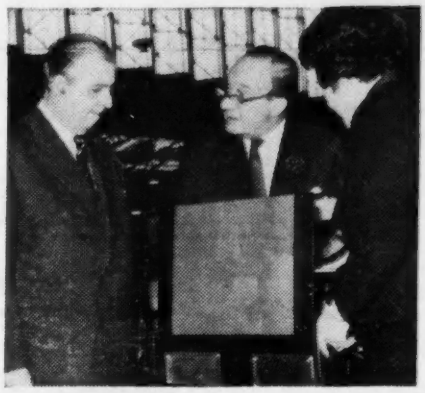
Amendments – 1970

HAMBURG: INTERNATIONAL BOAT SHOW – January
The date should be amended to read January 22-28.

FRANKFURT: INTERNATIONAL BOOK FAIR – September-October
The date should be amended to read September 24-29.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – October 3-11
The date should be amended to read September 26-October 4.

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – October 17-20
The date should be amended to read November 17-20.



Sir Peter Runge (left), who opened the 15th International Hardware Trades Fair, inspects the 'Synchroslide', a portable, high powered slide/sound projector designed for selling overseas and capable of use in any language. The language is changed by exchanging small sound cassettes. With Sir Peter at the Fair is Mr. P. Harborne, director of Universal Exhibitions Ltd.

Addition – 1970

COPENHAGEN: INTERNATIONAL HOSPITAL EXHIBITION – April 17-26
Apply, International Hospitals Messe, Fyens, Forum, Copenhagen.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Additions – 1969

LONDON: LONDON FASHION EXPORT WEEK – April 16, 17, 22, 23. At Celanese House, Hanover Square, W.1
Apply, Clothing Export Council, 54 Grosvenor Street, London, W.1 (Tel. 01-493 8882).

Amendment – 1970

LONDON: INTERNATIONAL PACKAGING EXHIBITION – June 22-26
The location of this event should be amended to read Olympia.

Addition – 1970

LONDON: INTERNATIONAL INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 11-16. At Olympia

† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1 (Tel. 01-734 1622).

LETTERS TO THE EDITOR

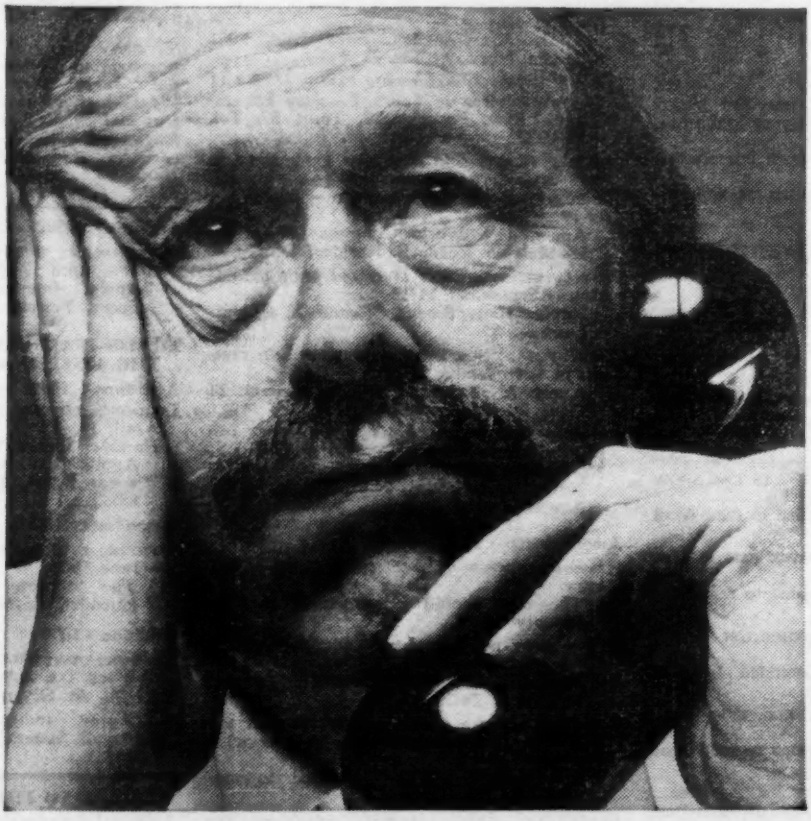
Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

For the next 20 minutes your export drive goes into neutral.



While you hang onto the phone, with the 'engaged' signal buzzing in your ear.

You've got freight to ship to Spain. A buyer waiting for it at the other end.

And you can't get through.

When you do get through, things are better: your cargo is booked quite quickly.

Then you deliver it.

And your driver has to wait in line for 3 hours or so before he can unload it at the depot.

All this probably hasn't delayed your cargo all that much.

But it's certainly delayed you. And your driver.

Both of you have got better things to do, and, anyway, time is money.

What can you do about it?

Try calling 01-759-0612, Iberia Freight, for a start.

We answer the phone immediately. Sometimes before you've even heard it ring. And if we have to keep you waiting it's only for a couple of minutes.

In another couple of minutes we've taken down the details and confirmed your booking. And when your freight arrives at the depot it's unloaded straight away.

We have 12 flights a week to Madrid with daily connections to Tenerife and Las Palmas. So there's no hanging about.

Not for your cargo. Nor for you.

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Overseas Trade and Exports

Canary Islands — a market with a bias in our favour

by M. H. M. Reid, Counsellor (Commercial), British Embassy, Madrid

AN ARTICLE published in the *Journal* on January 17 reviewed the opportunities which exist for British exporters on the mainland of Spain. This article is devoted to opportunities in the Canary Islands, where circumstances are so different that they deserve to be considered separately.

There are seven inhabited islands in the group, which lies about 100 miles out into the Atlantic off the coast of the Spanish Sahara. Together they have a population of about one million. Politically they are organized as two provinces of metropolitan Spain, and the principal towns of the two groups are Santa Cruz in Tenerife and Las Palmas in Grand Canary. Both these towns are served by international airports with a good service to Madrid and increasingly frequent services to London and the cities of Northern Europe.

Unlike the rest of Spain, where import duties tend to be on the high side, the Canary Islands are free ports and only nominal duties are imposed on goods entering them. The degree of trade liberalization is, however, the same as for the rest of Spain though it appears that these regulations are sometimes applied with greater flexibility in the Islands than on the mainland.

Traditionally, the islands were devoted to agriculture. There are huge banana plantations, particularly in the Orotava Valley on the Island of Tenerife, and large areas in all the islands are devoted to the production of potatoes, tomatoes and cucumbers. A number of farmers are now experimenting in strawberry growing and flower raising for supply by air to Britain and Scandinavian countries.

Las Palmas has bunkering facilities for the largest vessels – the old 'Queen Elizabeth' was frequently to be seen there and since the Suez Canal was closed in 1967 the bunkering facilities have been even more crowded. At present it is sometimes necessary for vessels to wait for berths, but a new deep water jetty is under construction. Tenerife has a refinery of its own and there are also bunkering facilities, though on a smaller scale, at Santa Cruz. There are shipping services between the islands and also excellent and frequent air services.

Imports in the Canary Islands

	1967	1968 (first 6 months)
	In £ million	
United Kingdom	12,318	7,426
France	5,978	3,135
Federal Republic of Germany	13,048	5,743
Italy	7,075	3,708
Netherlands	5,092	2,861
Belgium	2,785	1,605
Sweden	1,957	1,158
Denmark	1,855	1,202
Switzerland	1,083	693
Portugal	1,555	828
Total (Europe)	57,176	30,313
United States	9,160	4,034
Japan	2,886	1,974
Hong Kong	1,269	504
Total (World)	120,243	68,352

The fastest growing industry in the main islands is now probably tourism. The islands have been a tourist resort in the winter months for nearly 100 years and an English Church and a British Club have been established in Puerto de la Cruz since the end of the last century to cater for British visitors wintering in a warm and agreeable climate. But in the last few years, the facilities have been enormously extended. There are new hotels not only in the main towns but also near the beaches away from these towns

(*Continued on next page*)

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Wardgate House 59A London Wall London EC2
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Planned itineraries to all parts of the world.
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One of the companies in the Blandy Group which was formed over 150 years ago.

Does this look like a typical Spanish town?

At first sight, one may think it does. But look closely and you will find there is no Bank! It may be Spanish, but it is not typical. If it were, there would most probably be a BANCO DE BILBAO on a prominent corner.

The BANCO DE BILBAO has an extensive network of Branches in Spain, the Balearic Isles and Canary Islands, as well as in London and Paris.

HEAD OFFICE: Gran Via 12, BILBAO
FOREIGN DEPARTMENT:
Alcalá 22, MADRID
LONDON BRANCHES:
36 New Broad Street, E.C.2
40 King Street, W.C.2
32 Cranbourn Street, W.C.2
74 Commercial Street, E.1
PARIS: 29 Avenue de l'Opera
RUNGIS: Val de Marne
HENDAYE: 97 Boulevard de Gaulle

BANCO DE BILBAO
Limited Company Incorporated in Spain Established 1857

which have now been opened up on the south coasts of both Tenerife and Grand Canary. New motor roads of a high standard are being constructed to serve these resort areas. The new hotels cater for all the year round trade and are attracting large numbers of visitors in the summer as well as in the winter months. They are particularly popular with Scandinavians, and frequent air services connect them with Stockholm, Copenhagen and Helsinki.

The climate is warm and dry almost throughout the year. The water supply is a problem except in the island of Tenerife and a desalination plant has recently been installed outside Las Palmas. If the demand for water continues to increase with the growth of the tourist trade, there is little doubt that new installations for desalination will have to be provided reasonably soon.

There is relatively little manufacturing industry except in Las Palmas. Here the Government authorities are completing an industrial estate to produce jobs for those who are leaving the land as a result of increasing mechanization, and there are factories for food processing and for supplying the building industry. Otherwise almost everything, except locally produced food, has to be imported and there are large numbers of importers – probably five or six hundred each in both Santa Cruz and Las Palmas. Lying as they do on routes which have long been served by British shipping lines, the islands have traditionally looked to Britain as their principal source of supplies and Britain is still normally the main supplier, though we now have a number of close rivals. The free market status of the islands and the affluence induced by the tourist industry makes them an attractive market for all European suppliers and competition is fairly keen, at any rate at the importing stage. The number of retail outlets is at present not large and fairly substantial margins are earned at the retail stage. In some cases, large margins are probably taken at the import stage, though for consumer goods at least, the competition probably keeps these reasonably narrow.

British firms wishing to supply this market with consumer goods should establish an importer in one or preferably both of the main islands. Although the agents on the mainland sometimes claim to be able to serve the Canary Islands as well, there is a general feeling in the islands that this is not a practical proposition. The islands are a small community well served with shipping and with plenty of people in business as importers and merchants. These almost certainly have the edge over Spanish agents visiting from the peninsula. The British Consuls in Las Palmas and Santa Cruz will be glad to deal with inquiries and to suggest the names of suitable importers.

Among the largest importers are a number of old established companies of British origin, and besides the large number of purely Spanish companies, there are a considerable number of Indian firms handling a range of goods successfully.

The range of consumer goods that will appeal to a relatively prosperous community and to a large number of tourists is fairly obvious, but for the immediate future it is worth bearing in mind the opportunities that exist for contributing to the furnishing and equipping of hotels and holiday bungalows that are still being built at a remarkable rate.

Furniture, carpets, silverware, are probably the most promising but there are opportunities also for the supply of water filtration equipment for swimming pools as well as for domestic water supplies in hotels and for plumbing and sanitary ware.

Agriculture is being gradually mechanized and up-to-date machinery for planting, harvesting and packing fruit and vegetables will attract interest.

Importers stressed, however, that though British suppliers were well regarded in the islands and there was no criticism on quality, it was extremely important in islands as well served with transport that deliveries should be quick and regular. Importers were reluctant to tie up their capital in holding stocks and their ready access to a number of suppliers enabled them to press for attractive terms.

The Canary Islands are changing from an agricultural community with a small luxury tourist trade in the winter months to being a mass market for tourists all the year round. Catering for these tourists affords good opportunities for a range of British industries. Our prices are likely to be competitive but the important thing is

that deliveries are prompt even though the quantities ordered at a single time are relatively modest. There are shipping facilities to make this possible and many firms make use of it. There was particular praise in both islands for one company supplying road making equipment. The agents in both towns said that orders both for complete machinery and for spare parts were invariably received on the dates promised. They believed that part of the reason was an incentive system operating in the firm, but that the effective reason was that the managing director was a woman!

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries

Ghana

THE MINISTRY of Overseas Development is increasing its 1968 loan to Ghana by £750,000, under an agreement recently signed in Accra.

The original 1968 loan was for £2,800,000. Additions of £1 million and £250,000 were made to the loan in September and December 1968. The additional £750,000 will be on the same terms as the existing loan, i.e. 25 years' maturity with a waiver on interest for seven years and a five-years grace period on capital repayments.

The 1968 loan to Ghana will now total £4,800,000, to be used for the purchase of British goods and services.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Rooom 335, 1 Victoria Street, London, S.W.1, quoting reference CRE 19945/G.

Pakistan

BRITAIN IS to provide economic assistance to Pakistan to the value of £4.5 million under a recently signed loan agreement. The money will be used for the purchase from Britain of chemicals, dyes, drugs and medicines, pharmaceutical raw materials, tractors and agricultural machinery, marine diesel engines, jute machinery components, fertilizers and spare parts.

The loan is interest-free and repayable over a period of 25 years, including an initial seven-year grace period, as were the seven previous loans signed since May 1966, and brings the total of British loans to Pakistan since that date to £30.4 million.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278), quoting reference CRE 21721/G.

Double taxation

THE FOLLOWING were published on January 31 as Schedules to draft Orders in Council:

South Africa

The Double Taxation Convention with South Africa, which was signed on November 21, 1968;

Swaziland

The Double Taxation Agreement with Swaziland, which was signed on November 26, 1968;

Denmark

The Supplementary Protocol to the United Kingdom-Denmark Taxation Convention, which was signed on December 18, 1968;

Seychelles

The Arrangement amending the one made with Seychelles in 1947; and

Spain

Details of the Agreement, signed on December 21, 1968, between the United Kingdom and Spain for the avoidance of double taxation of air transport profits.

Constant temperature in 40 of these insulated semi-trailers, built for Hungarocamion, of Budapest, by Crane Fruehauf Trailers Ltd., is maintained by mechanical transport refrigeration units built by Petters Ltd., a Hawker Siddeley company.

France and Israel

THE FRENCH *Journal Officiel* of January 14 announced that the Commercial Arrangements between France and Israel had been extended for a further year and set out the quota arrangements for 1969.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on New Zealand, Ceylon, Colombia, Fiji, Ghana, Philippines and Venezuela, have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

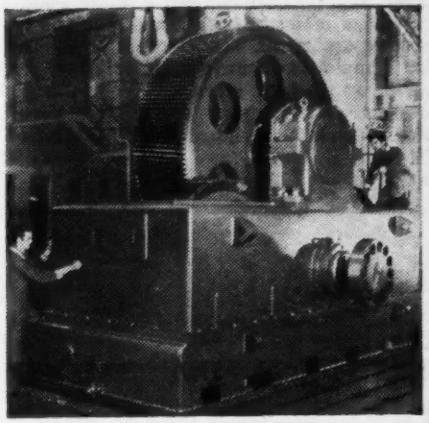
BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 175 of January 17 issue.)*

Opportunities for exporters—calls for tender

The **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous Inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*



This giant gear unit, weighing 52 tons, one of the largest ever to be despatched from the Park Gear works of David Brown Gear Industries Limited, fully assembled, will form the main drive of a new cement mill at Cementos Lemona, near Bilbao. Ordered through the firm's agents, Bengoechea Ingenieros SA, by Sociedad Espanola de Construccion Naval of Madrid, it is of advanced double reduction split train design with single helical gears throughout.

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (the price of these varies—See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*

ALGERIA

Bulletin 19/69
ALGERIAN STATE CONSTRUCTION MATERIALS ORGANIZATION:
***Construction of Cement Works.** (Further Information.) E.S.B. 2915/69/J.

ARGENTINA

Bulletin 19/69
AQUA Y ENERGIA ELECTRICA:
Generators. March 4. E.S.B. 2982/69/J.

Bulletin 22/69
SERVICIOS ELECTRICAS DEL GRAN BUENOS AIRES:
*16s. (In Spanish.) **Lightning Arresters.** February 25. E.S.B. 4105/69/J.
*13s. **Oil Purification Machine.** February 20. E.S.B. 4106/69/J.

Bulletin 23/69
AGUA Y ENERGIA ELECTRICA:
Civil Works. May 12. E.S.B. 4159/69/J.

AUSTRALIA

Bulletin 19/69
CAPRICORNIA REGIONAL ELECTRICITY BOARD:
*39s. **Metering Units.** February 28. E.S.B. 2930/69/J.
DEPARTMENT OF SUPPLY:
*22s. **Weather Satellite Tracking and Control System.** (Further Information.) E.S.B. 2728/69/J.
*18s. **Electric Furnaces.** (Further Information.) E.S.B. 2729/69/J.

Bulletin 21/69
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
Anti-Vacuum Valves. March 11. E.S.B. 3955/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
***Coal Conveyor System; Cranes.** (Further Information.) E.S.B. 2918/69/J.

Bulletin 23/69
VICTORIA PIPELINES COMMISSION:
*118s. **Gas Pressure Measurement and Control System.** March 21. E.S.B. 4000/69/J.

BELGIUM

Bulletin 20/69
BELGIUM CENTRAL SUPPLIES OFFICE:
Fuel Additive. Closing date not stated. E.S.B. 3570/69/J.

BRAZIL

Bulletin 19/69
PORTS AND WATERWAYS DEPARTMENT:
*15s. **Cranes.** March 20. E.S.B. 2978/69/J.

Bulletin 20/69
BRAZILIAN POSTS AND TELEGRAPH DEPARTMENT:
***Telex Equipment.** March 3. E.S.B. 2983/69/J.

Bulletin 21/69
ALUMINIUM COMPANY OF AMERICA:
*69s. **Laboratory Equipment.** Closing date not specified. E.S.B. 1884/69/J.

Bulletin 23/69
COMPANHIA DO METROPOLITANO DE SAO PAULO:
***Rail Cars.** April 22. (Pre-qualification Information.) E.S.B. 4158/69/J.
COMPANHIA PAULISTA DE ESTRADAS DE FERRO:
*16s. (In Portuguese.) **Railway Equipment.** February 26. E.S.B. 4111/69/J.

BRUNEI

Bulletin 21/69
TENDERS BOARD:
Wheel Loader. March 1. E.S.B. 3971/69/J.
Motor Roller. March 1. E.S.B. 3972/69/J.

BURMA

Bulletin 18/69
PEOPLE'S OIL INDUSTRY:
*4s. **Steel and Aluminium Wire.** March 17. E.S.B. 2773/69/J.
*5s. **Wire Netting.** March 1. E.S.B. 2774/69/J.
*4s. **Pump Spare Parts.** March 15. E.S.B. 2781/69/J.
*3s. **Sample Bottle and Corks.** February 25. E.S.B. 2795/69/J.
*6s. **Ink, Paint, Tape.** March 1. E.S.B. 2775/69/J.
*3s. **Metals.** March 3. E.S.B. 2776/69/J.
*4s. **Sanitaryware.** March 4. E.S.B. 2777/69/J.
*3s. **Graphite Powder.** February 25. E.S.B. 2778/69/J.
*3s. **Shellac.** February 25. E.S.B. 2779/69/J.
*3s. **Rosin.** February 25. E.S.B. 2780/69/J.
*6s. **Hand Tools.** March 4. E.S.B. 2800/69/J.
*3s. **Pumping Unit.** March 15. E.S.B. 2782/69/J.
*3s. **Manhole Door Joints.** February 25. E.S.B. 2793/69/J.
*3s. **Wire Brushes.** February 25. E.S.B. 2794/69/J.
*3s. **Chain and Pulley Blocks.** March 15. E.S.B. 2796/69/J.
*6s. **Machine Tool Accessories.** March 17. E.S.B. 2798/69/J.
*4s. **Welding and Cutting Equipment.** March 3. E.S.B. 2799/69/J.

Bulletin 19/69
MYANMA EXPORT IMPORT CORPORATION:
*3s. **Clips.** March 4. E.S.B. 2764/69/J.
*7s. **Road Making and Surveying Equipment.** February 28. E.S.B. 2765/69/J.
*3s. **Electrical Spares.** February 25. E.S.B. 2981/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Pipe Covering; Flange Boxes.** February 25. E.S.B. 2783/69/J.
*3s. **Electrical Materials.** February 25. E.S.B. 2784/69/J and 2790/69/J.
*4s. **Electrical Materials.** February 25. E.S.B. 2791/69/J.
*3s. **Belting and Belt Lacing.** February 25. E.S.B. 2792/69/J.
*6s. **Hand Tools.** March 17. E.S.B. 2797/69/J.

Bulletin 21/69
MYANMA EXPORT IMPORT CORPORATION:
*4s. **Pumps.** February 28. E.S.B. 2956/69/J.
*2s. **Arc Welding Machine.** March 31. E.S.B. 2958/69/J.
*5s. **Warping Machine.** February 20. E.S.B. 3960/69/J.
Taps and Dies. March 5. E.S.B. 3964/69/J.
*3s. **Leather Measuring Machine.** February 19. E.S.B. 3962/69/J.
*3s. **Brushes.** March 5. E.S.B. 3969/69/J.
*5s. **Tipper or Dump Trucks.** February 28. E.S.B. 3959/69/J.
RANGOON MUNICIPAL CORPORATION:
*3s. **Bitumen.** February 28. E.S.B. 3957/69/J.
UNION OF BURMA RAILWAY BOARD:
* **Spring Pad Rubber for Bearing Spring.** March 14. E.S.B. 3963/69/J.
*3s. **Welders' and Rivetters' Equipment.** March 14. E.S.B. 3965/69/J.
*2s. **Pumps.** March 14. E.S.B. 3966/69/J.
*2s. **Electric Hardening Furnace.** March 5. E.S.B. 3968/69/J.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:— **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

Bulletin 23/69
IRRIGATION DEPARTMENT:
*3s. **Compactors.** Closing date postponed to March 10. E.S.B. 43286/68/J.
MYANMA EXPORT IMPORT CORPORATION:
*5s. **Steel Pipes and Fittings.** February 28. E.S.B. 4153/69/J.
PUBLIC WORKS CORPORATION:
*4s. **Steel Rope.** March 7. E.S.B. 4151/69/J.
*4s. **Wire Rope Clips and Thimbles.** March 8. E.S.B. 4152/69/J.

CANADA

Bulletin 21/69
SASKATCHEWAN POWER CORPORATION:
Boiler Feed Pumps. March 17. E.S.B. 4872/69/J.

CEYLON

Bulletin 19/69
TENDER BOARD, RURAL DEVELOPMENT AND SMALL INDUSTRIES:
*5s. **Rayon Yarn.** February 25. E.S.B.2985/69/J.
TENDER BOARD, WATER SUPPLY AND DRAINAGE DEPARTMENT:
Water Supply Scheme. March 21. E.S.B. 2986/69/J.

Bulletin 22/69
CEYLON PETROLEUM CORPORATION:
*3s. **Hose.** Closing date postponed to March 5. E.S.B. 2012/69/J.

Bulletin 23/69
TENDER BOARD, AGRICULTURAL DEPARTMENT:
*25s. **Agricultural Machinery.** (Further Information.) E.S.B. 1680/69/J.
Construction of Refrigerated Rooms. March 16. E.S.B. 4119/69/J.
TENDER BOARD, FISHERIES CORPORATION:
*6s. **Construction of Quay and Jetty.** April 28. E.S.B. 4120/69/J.
TENDER BOARD, DEPARTMENT OF AGRARIAN SERVICES:
Moisture Meters. February 19. E.S.B. 4110/69/J.
TENDER BOARD, GOVERNMENT STORES DEPARTMENT:
Pressure Lamp. March 4. E.S.B. 4113/69/J.
MILK PROCESSING FACTORY:
*7s. **Dairy Equipment.** March 6. E.S.B. 4108/69/J.
DEPARTMENT OF HEALTH:
Pharmaceuticals. March 21. E.S.B. 4112/69/J.
PASANTHAN CHEMICALS CORPORATION:
Steel Sheets; Magnesium Carbonates; Lamp Fittings. March 7. E.S.B. 4109/69/J.
STATE ENGINEERING CORPORATION:
Tyres and Tubes. March 15. E.S.B. 4115/69/J.
Steel Doors and Windows. February 28. E.S.B. 4114/69/J.
Lamp Fittings. February 27. E.S.B. 4116/69/J.

CHILE

Bulletin 19/69
CHILEAN STATE ELECTRICITY COMPANY:
*144s. **Electricity Control and Measuring Instruments.** March 10. E.S.B. 2987/69/J.
FERROCARRILES DEL ESTADO:
*2s. **Cable.** Closing date postponed to March 6. E.S.B. 48118/63/J.

COLOMBIA

Bulletin 23/69
ADMINISTRATION POSTAL NACIONAL:
*60s. **Finance Postal System.** March 31. E.S.B. 4182/69/J.
DEPARTAMENTO DE CALDAS:
Tractors, Graders; Loading Shovels, February 28. E.S.B. 4163/69/J.
EMPRESA DE TELEFONOS DE BOGOTA:
Telephone Lines. February 28. E.S.B. 4157/69/J.
Line Tools and Equipment. March 28. E.S.B. 4164/69/J.

COSTA RICA

Bulletin 22/69
CAJA COSTARRICENSE DE SEGURO SOCIAL:
*69s. **Television Equipment.** (Further Information.) E.S.B. 1668/69/J.
LA COMPANIA NACIONAL DE FUERZA Y LUZ:
*14s. **Electric Meters.** March 18. E.S.B. 4161/69/J.

GREECE

Bulletin 19/69
MINISTRY OF COMMERCE:
*23s. **Agricultural Machinery, Truck Mounted Drill.** February 21. E.S.B. 3504/69/J.

Bulletin 23/69
MINISTRY OF COMMERCE:
*16s. **Agricultural Equipment.** February 26. E.S.B. 4150/69/J.
PUBLIC POWER CORPORATION:
Remote Control Plant. March 8. E.S.B. 4143/69/J.

HONG KONG

Bulletin 21/69
CENTRAL TENDER BOARD:
*7s. **Uniform Caps.** February 28. E.S.B. 3905/69/J.

INDIA

Bulletin 18/69
INDIAN OIL CORPORATION LTD.:
Centrifugal Pump. February 21. E.S.B. 2928/69/J.

Bulletin 19/69
BHARAT HEAVY ELECTRICALS LTD.:
*Bevelling Machine. March 25. E.S.B. 2967/69/J.
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*30s. **Grinding Machine.** February 25. E.S.B 2964/69/J.
NEYVELI LIGNITE CORPORATION LTD.:
*15s. **Conveyor Belting.** February 27. E.S.B. 2965/69/J.
OIL AND NATURAL GAS COMMISSION:
Oil and Natural Gas Dual Completion Equipment. March 3. E.S.B. 2929/69/J.

Bulletin 21/69
BOKARO STEEL LTD.:
Pumping Sets. February 21. E.S.B. 3976/69/J.
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*54s. **Pig Lead.** February 28. E.S.B. 3973/69/J.
HINDUSTAN CABLES LTD.:
*8s. **Steel Tape.** (Further Information.) E.S.B. 2353/69/J.
PUNJAB STATE INDUSTRIAL DEVELOPMENT CORPORATION LTD.:
Tanning Machinery. February 22. E.S.B. 3974/69/J.
SOUTH EASTERN RAILWAY:
*3s. **Balancing Machine.** (Further Information.) E.S.B. 1929/69/J.
*6s. **Armature Lathe.** (Further Information.) E.S.B. 1930/69/J.
*14s. **Carriage and Wagon Wheel Press.** (Further Information.) E.S.B. 1931/69/J.

Bulletin 22/69
FERTILIZER CORPORATION OF INDIA LTD.:
*7s. **Thermocouple Assembly.** (Further Information.) E.S.B. 1555/69/J.

Bulletin 23/69
BEAS PURCHASE ORANIZATION:
*2s. **Industrial X-ray Machine.** April 18. E.S.B. 4145/69/J.
*4s. **Welding Equipment.** April 18. E.S.B. 4146/69/J.
DIRECTOR GENERAL OF SUPPLIES AND DISPOSALS:
*19s. **Buoy Moorings.** February 21. E.S.B. 4148/69/J.
HINDUSTAN COPPER LTD.:
*48s. **Copper Coverters.** (Further Information.) E.S.B. 1657/69/J.

IRAN

Bulletin 19/69
IRANIAN STATE RAILWAYS:
*9s. **Iron Wire and Round Steel.** March 1. E.S.B. 2977/69/J.

Bulletin 23/69
IRANIAN STATE RAILWAYS:
*13s. **Pumps.** March 16. E.S.B. 4149/69/J.

IRAQ

Bulletin 20/69
DEPARTMEMNT DE DISTRIBUTION DES PRODUCTS:
Vehicles. February 22. E.S.B. 3538/69/J.
MINISTERE DES AFFAIRES MUNICIPALES ET RURALES:
Steel Pipes. March 2. E.S.B. 3537/69/J.
Extension of Water Supply Scheme. April 12. E.S.B. 3912/69/J.

Bulletin 21/69
AMIN AL-ASIMA IBRAHIM MOHAMMED ISMAIL:
Fire Fighting Equipment and Materials; Motor Cycles; Film Projector. March 2. E.S.B. 3922/69/J.
ASBESTOS INDUSTRIES CO. (NATIONALIZED):
*3s. **Load Testing Machine.** February 22. E.S.B. 3600/69/J.
Nuts and Bolts. February 27. E.S.B. 3926/69/J.
DAIRY ADMINISTRATION:
Tractor. March 5. E.S.B. 3928/69/J.
GRAIN BOARD:
Industrial Vacuum Cleaner. February 20. E.S.B. 3597/69/J.
IRAQI CEMENT CO.:
Fork Lift Truck. February 20. E.S.B. 3935/69/J.
IRAQI PORTS ADMINISTRATION:
Pig Iron. February 26. E.S.B. 3940/69/J.
Gas Plant. March 12. E.S.B. 3929/69/J.
Soft Solder. February 19. E.S.B. 3930/69/J.
Filter Cloth. March 5. E.S.B. 3931/69/J.
Cable. February 19. E.S.B. 3918/69/J.
MINISTRY OF DEFENCE:
Barbed Wire Factory. March 1. E.S.B. 3950/69/J.
Underwear Cotton Shirts. March 1. E.S.B. 3951/69/J.
Kit Bags. February 22. E.S.B. 3949/69/J.
Khaki Working Shirts. February 22. E.S.B. 3984/69/J.
MINISTRY OF FINANCE:
*15s. **X-Ray Units,** March 9. E.S.B. 3902/69/J.
*3s. **Film.** February 23. E.S.B. 3906/69/J.
MINISTRY OF MUNICIPAL RURAL AFFAIRS:
Wireless Water Level Indicators. April 15. E.S.B. 3913/69/J.
Transfer of Diesel Sets. February 25. E.S.B. 3914/69/J.
Overhead Feeder; Electrical Materials. February 25. E.S.B. 3915/69/J.
Construction of Water Supply Scheme. April 12. E.S.B. 3916/69/J.
Electrical Materials for Cables. March 4. E.S.B. 3941/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Copper Conductors, March 1. E.S.B. 3939/69/J.
Wireless Network, February 24. E.S.B. 3927/69/J.
MOSUL SUGAR FACTORY:
Rubber Belting. February 22. E.S.B. 3598/69/J.
POSTS, TELEGRAPHS AND TELEPHONES ADMINISTRATION:
Speaking Clocks. March 1. E.S.B. 3944/69/J.
VEGETABLE OIL EXTRACTOR CO. (PUBLIC):
*1s. **Baling Press,** February 27. E.S.B. 3594/69/J.
*1s. **Vegetable Oil Bleaching Plant.** February 27. E.S.B. 3595/69/J.

IRISH REPUBLIC

Bulletin 19/69
DUBLIN PORTS AND DOCKS BOARD:
Dredging and Reclamation. February 28. E.S.B. 2931/69/J.
Road Resurfacing. February 28. E.S.B. 2932/69/J.

Bulletin 20/69
WEXFORD COUNTY COUNCIL:
Fire Engine. March 7. E.S.B. 3903/69/J.

Bulletin 22/69
CLARE COUNTY COUNCIL:
Water Supply Scheme. March 6. E.S.B. 3997/69/J.
CORPORTION OF LIMERICK:
Traffic Signals. February 24. E.S.B. 3996/69*J.
DONEGAL CITY COUNCIL:
Chlorination Plant. March 7. E.S.B. 3995/69/J.

LEBANON

Bulletin 23/69
COMPAGNIE DE GESTION ET D'EXPLOITATION DU PORT DE BEYROUTH:
Lorry. February 19. E.S.B. 4155/69/J.
Fork Lift Trucks. February 26. E.S.B. 4156/69/J.

MALAYSIA

Bulletin 20/69
FEDERAL DIVISIONAL TENDERS BOARD:
1s. **Helmets.** February 26. E.S.B. 3525/69/J.

Bulletin 21/69
KULAI COMPLEX FLDA TREATMENT PLANT:
*30s. **Water Treatment Equipment.** February 26. E.S.B. 4389/69/J.

Bulletin 22/69
SABAH STATE FEDERAL TENDERS BOARD:
*13s. **Non-Directional Beacons.** March 15. E.S.B. 3993/69/J.

MALTA

Bulletin 19/69
TREASURY:
Milk Churns, February 27. E.S.B. 3507/69/J.
Drugs. February 27. E.S.B. 3506/69/J.

MOROCCO

L'OFFICE NATIONALE DE L'ELECTRICITE, CASABLANCA:

Bulletin 19/69
Computer. March 17. E.S.B. 3506/69/J.

Bulletin 20/69
*1s. (Notice in French) **Electrical Equipment.** March 8. E.S.B. 3569/69/J.

MOZAMBIQUE

Bulletin 19/69
DETA AIRWAYS:
*2s. **Canvas.** February 19. E.S.B. 2957/69/J.
*4s. **Aircraft Spares.** March 17. E.S.B. 2958/69/J.
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
*4s. (In Portuguese.) **Coupling and Traction Apparatus.** February 26. E.S.B. 2960/69/J.
*8s. **Vehicle Spare Parts.** February 26. E.S.B. 2961/69/J.
SERVICO DA AERONAUTICAL CIVIL:
***Visual Approach Path Indicator and System.** March 3. E.S.B. 2955/69/J.

NEW ZEALAND

Bulletin 21/69
NEW ZEALAND ELECTRICITY DEPARTMENT:
*75s. **Circuit Breakers.** April 15. E.S.B. 3970/69/J.

PAKISTAN

Bulletin 20/69
DIRECTORATE OF INDUSTRIES AND COMMERCE:
*7s. **Testing and Workshop Machinery.** March 12. E.S.B. 3911/69/J.
GREATER LAHORE WATER SUPPLY SEWERAGE AND DRAINAGE PROJECT IMPROVEMENT TRUST:
Water Supply Scheme. February 24. E.S.B. 3510/69/J.

Bulletin 21/69
DIRECTORATE OF INDUSTRIES AND COMMERCE:
*9s. **Machine Tools and Spares.** March 8. E.S.B. 3909/69/J.
*4s. **Laboratory Apparatus.** March 10. E.S.B. 3910/69/J.
GREATER LAHORE WATER SUPPLY SEWERAGE AND DRAINAGE PROJECT IMPROVEMENT TRUST:
*58s. **Pipes and Fittings.** February 24. E.S.B. 3908/69/J.

Bulletin 22/69
WATER AND POWER DEVELOPMENT AUTHORITY:
Press Spare Parts. February 24. E.S.B. 4104/69/J.

Bulletin 23/69
DACCA WATER SUPPLY SEWERAGE AUTHORITY:
*96s. **Contruction of Reservoirs.** (Further Information.) E.S.B. 2724/69/J.

(Continued on next page)

Massey-Ferguson 510 rice combines operating in an almost totally flattened crop on the estate of the Société de Developpement Rizicole du Senegal at Richard Toll. Twelve rice combines, believed to be one of the largest single purchases of its kind by an African country, have completed harvesting over 14,000 tons of rice on Senegal's first fully mechanized rice-producing estate at Richard Toll, 400 km. north of Dakar.

The Merchant Trading Co. Ltd., of Southall, Middlesex, recently despatched 10,000 sq. ft. of acoustic ceiling complete with an integrated lighting system to Falkinn Limited, of Iceland, for installation in their new offices in Reykjavik. The ceiling system is due for installation before the end of the year and comprises Metco/Burgess 2 ft. x 2 ft. acoustic tiles and flourel recessed modular flourescent light fittings.

PHILIPPINES

Bulletin 19/69
CEPOC INDUSTRIES:
*1s. **Coke Plant; Steam Power Plant.** Pre-qualification February 28. Bids for Tender March 31. E.S.B. 42990/68/J.

SINGAPORE, REPUBLIC OF

Bulletin 20/69
PUBLIC UTILITIES BOARD:
*8s. **Continuous Stationery.** February 25. E.S.B. 3545/69/J.

Bulletin 22/69
SINGAPORE TELEPHONE BOARD:
*6s. **Cable.** February 21. E.S.B. 3979/69/J.

SOUTH AFRICA

Bulletin 22/69
CAPE PROVINCIAL TENDER BOARD:
*4s. **Highway Guard Rails.** February 25. E.S.B. 3981/69/J.
*21s. **Platform Truck.** February 21. E.S.B. 3988/69/J.
*21s. **Electronic Measurement and Data Printer System.** February 21. E.S.B. 3989/69/J.
*4s. **Audio Paying (Call) System.** March 4. E.S.B. 35487/69/J.
*3s. **Crawler Tractor.** February 21. E.S.B. 3985/69/J.
*3s. **Road Compaction Roller.** February 21. E.S.B. 69/J.
*2s. **Power Hacksaw.** February 21. S.B. 3987/69/J.

SUDAN

Bulletin 19/69
CENTRAL ELECTRICITY AND WATER CORPORATION:
4s. **Telephone Equipment.** March 1. E.S.B. 2759/69/J.
POSTS AND TELEGRAPHS DEPARTMENT:
*2s. **Telephone Exchange Line Concentrator Units.** February 24. E.S.B. 2757/69/J.
*4s. **Photographic Call Meter Recording Units and Viewer.** February 22. E.S.B. 2760/69/J.
SURVEY DEPARTMENT:
Paper. March 5. E.S.B. 2946/69/J.

SWAZILAND

Bulletin 21/69
TREASURY TENDER BOARD:
*17s. **Builders' Materials; Paper; Stoves.** February 28. E.S.B. 2327/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 20/69
DIRECTORATE OF RAILWAYS OF HIDJAZ:
Railway Switch Blades. April 30. E.S.B. 3524/69/J.

TAIWAN

Bulletin 19/69
CENTRAL TRUST OF CHINA:
*3s. **Cellulose Wrapping.** February 22. E.S.B. 2941/69/J.
*41s. **Generator Set.** February 24. E.S.B. 2942/69/J.
*1s. **Perforator Tape.** February 20. E.S.B. 2945/69/J.
*1s. **Tyres.** February 21. E.S.B. 2947/69/J.
*3s. **Hoists; Hydraulic Jacks.** February 24. E.S.B. 2971/69/J.
*19s. **Radio and Television System and Equipment.** (Further Information.) E.S.B. 46549/68/J.
*7s. **Machinery Spares.** February 24. E.S.B. 2972/69/J.
*13s. **Steel Piles and Accessories.** February 22. E.S.B. 2944/69/J.
*Railway Signal System. (Further Information.) Closing date postponed to March 3. E.S.B. 43214/68/J.

Bulletin 23/69
CENTRAL TRUST OF CHINA:
*5s. **Lathes.** March 18. E.S.B. 4138/69/J.
*4s. **Lift.** February 26. E.S.B. 4139/69/J.
*4s. **Tandem Rollers.** February 27. E.S.B. 4128/69/J.
*10s. **Diesel Generator Set.** February 24. E.S.B. 4129/69/J.

THAILAND

Bulletin 20/69
STATE RAILWAY OF THAILAND:
*3s. **Transfer Pump.** February 19. E.S.B. 3561/69/J.
Double Link Suspension Devices. February 19. E.S.B. 3564/69/J.
*1s. **Rail Bolts; Spring Washers.** February 27. E.S.B. 3571/69/J.

TRINIDAD AND TOBAGO

Bulletin 23/69
TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*3s. **Conductors.** March 7. E.S.B. 4169/69/J.

TUNISIA

Bulletin 20/69
SECRETARIAT D'ETAT AU PLAN ET A L'ECONOMIE NATIONALE:
*Construction of Cattle and Sheep Pens. February 27. E.S.B. 3520/69/J.

TURKEY

Bulletin 23/69
ANKARA ELECTRIC:
Cable. March 14. S.S.B. 4134/69/J.
P.T.T. GENEL MUDURLUGU:
*39s. **Public Alerting Systems.** June 2. E.S.B. 4131/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 20/69
GENERAL ORGANISATION FOR INDUSTRIALISATION:
Nitric Acid Plant. Further Information. E.S.B. 1953/69/J.

URUGUAY

Bulletin 19/69
A.N.C.A.P.:
*16s. **Bearings.** March 7. E.S.B. 2994/69/J.
*8s. **Steel Tubes.** March 11. E.S.B. 2995/69/J.
*8s. **Cable.** March 11. E.S.B. 2996/69/J.
*8s. **Tractor-drawn Grader.** March 12. E.S.B. 2997/69/J.
*8s. (in Spanish). **Accounting Machine.** March 4. E.S.B. 2989/69/J.
NATIONAL DE PRODUCTORES DE LECHE:
*10s. **Vacuum Closing and Inert Gas.** March 12. E.S.B. 3000/69/J.

Bulletin 20/69
A.N.C.A.P.:
*8s. **Trucks.** March 6. E.S.B. 2992/69/J.
*8s. **Liquid Chlorine.** March 6. E.S.B. 2993/69/J.
*8s. **Pumps.** March 12. E.S.B. 2998/69/J.
*8s. **Air Extractors.** March 12. E.S.B. 2999/69/J.
*8s. **Ambulances.** March 3. E.S.B. 2975/69/J.
*8s. **Disulphur Molybdenum and Granite Powder.** March 11. E.S.B. 2976/69/J.
*9s. **Cable.** March 5. E.S.B. 2988/69/J.
*8s. **Extinguishers and Spares.** March 5. E.S.B. 2990/69/J.
*8s. **Pruning Scissors.** March 6. E.S.B. 2991/69/J.
MINISTRY OF PUBLIC HEALTH:
*12s. **Photographic Materials.** February 25. E.S.B. 3512/69/J.
*12s. **Alkaloids.** February 25. E.S.B. 3513/69/J.
*12s. **Drugs.** February 25. E.S.B. 3514/69/J.

VIETNAM

Bulletin 19/69
INDUSTRIAL DEVELOPMENT CENTRE:
*8s. **Bracelet Watch Making Machinery.** May 15. 2749/69/J.
*16s. **Wire Manufacturing Plant.** March 15. E.S.B. 2949/69/J.
*12s. **Construction of Textile Finishing Plant.** March 15. E.S.B. 2750/69/J.
*14s. **Textile Weaving Plant.** March 15. E.S.B. 2751/69/J.

Bulletin 20/69
INDUSTRIAL DEVELOPMENT CENTRE:
*80s. **Flour Milling Plant.** March 15. E.S.B. 34840/67/J.
*12s. **Barge Building Equipment.** March 15. E.S.B. 3522/69/J.
*23s. **Aluminium Rolling Mill.** April 30. E.S.B. 3523/69/J.
*11s. **Manufacturing Plant for Radio Components.** March 15. E.S.B. 3521/69/J.

YUGOSLAVIA

Bulletin 19/69
GORENJSKA PREDILNICA:
Textile Machinery. February 27. E.S.B. 47602/68/J.

Bulletin 23/69
JUGOTENSTIL IMPEX:
*2s. **Spinning Mill Equipment.** February 27. E.S.B. 47605/68/J.

ZAMBIA

Bulletin 19/69
CENTRAL SUPPLY AND TENDER BOARD:
*14s. **Drugs; Chemicals.** February 28. E.S.B. 2970/69/J.
*4s. **Pharmaceuticals.** February 28. E.S.B. 2974/69/J.

Opportunities for exporters—Agency inquiries, Market Reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

AUSTRALIA

Bulletin 18/69
3s. Inquiry for heater wire. E.S.B. 3729/69/J.

Bulletin 20/69
Agency inquiry for outboard motors. E.S.B. 1225/69/J.

Bulletin 22/69
Agency inquiry for office and accounting machinery; stationery and business systems. E.S.B. 4686/69/J.
Inquiry for biscuits; furnaces; glazes; glazing machery. E.S.B. 4608/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 18/69
3s. Inquiry for Fluorescent film. E.S.B. S/3/69/J.
Inquiry for geared motors. E.S.B. A/4/69/J.
Inquiry for wood turning lathe. E.S.B. A/2/69/J.

Bulletin 19/69
Inquiry for ethacrynic acid. E.S.B. S/6/69/J.
2s. Inquiry for transistors. E.S.B. S/5/69/J.
4s. Inquiry for dock fenders. E.S.B. M/3/69/J.

Bulletin 20/69
Inquiry for cube cutting machine. E.S.B. S/4/69/J.
6s. Inquiry for electric motors. E.S.B. A/3/69/J.

AUSTRIA

Bulletin 19/69
Inquiry for yarns. E.S.B. 4205/69/J.

Bulletin 20/69
Agency inquiry for office furniture, machinery and stationery; school requisites. E.S.B. 3085/69/J.
Agency inquiry for industrial clothing fabrics. E.S.B. 4298/69/J.
Inquiry for seeds. E.S.B. 4312/69/J.
Agency inquiry for vehicle novelties and accessories. E.S.B. 4044/69/J.
*Inquiry for paraffined paper. E.S.B. 3140/69/J.

Bulletin 22/69
Agency inquiry for disinfectants; hospital equipment; medicines; pharmaceutical articles. E.S.B. 4238/69/J.
Agency inquiry for drilling tools. E.S.B. 4299/69/J.

BELGIUM

Bulletin 18/69
*7s. Agency inquiry for textile machinery. E.S.B. 908/69/J.

Bulletin 20/69
Inquiry for riding saddles and harness. E.S.B. 4042/69/J.

BRAZIL

Bulletin 22/69
Inquiry for water drilling equipment; water purification plant. E.S.B. 4358/69/J.
Manufacture under licence – chemicals. E.S.B. 45747/68/J.

CANADA

Bulletin 19/69
Inquiry for castings. E.S.B. 3019/69/J.
Agency inquiry for women's clothing and ensembles. E.S.B. 3625/69/J.

Bulletin 20/69
Agency inquiry for air conditioning; combustion testing instruments; domestic type controls; filters; heating appliances; refrigeration equipment; tinsmith tools and supplies. E.S.B. 48753/68/J.
Inquiry for washroom equipment. E.S.B. 4214/69/J.

Bulletin 21/69
Inquiry for golf equipment. E.S.B. 3856/69/J.
Inquiry for blazers. E.S.B. 4618/69/J.

Bulletin 22/69
Inquiry for chain. E.S.B. 4840/69/J.
Inquiry for gaskets; ring type gasket forgings. E.S.B. 4817/69/J.

Bulletin 23/69
Inquiry for biscuits; confectionery. E.S.B. 4816/69/J.

CEYLON

Bulletin 20/69
Inquiry for bicycle components making machinery; electric hot plate making machinery; hospital sterilizer making machinery; insulating tape making machinery; soldering and smoothing irons making machinery; straw and paper board machinery; watch strap making machinery. E.S.B. 4286/69/J.
Inquiry for castor seed decordicator; dehydrating plant; oil expelling unit; drilling and dredging equipment. E.S.B. 4297/69/J.

COLOMBIA

Bulletin 20/69
2s. Agency inquiry for radio communication equipment. E.S.B. 3708/69/J.

Bulletin 23/69
Agency inquiry for fibre or acrylic and polyesteric filament producing machines. E.S.B. 48308/68/J.

DENMARK

Bulletin 18/69
Agency inquiry for motors; worm gear units. E.S.B. 3245/69/J.

Bulletin 20/69
Agency inquiry for clothing. E.S.B. 4078/69/J.

Bulletin 21/69
Inquiry for jewellery. E.S.B. 4072/69/J.

Bulletin 22/69
Agency inquiry for brass capillary tubings; oil industry metal flanges and valves; pipes and plates. E.S.B. 3318/69/J.

FINLAND

Bulletin 20/69
Agency inquiry for carpets; leather. E.S.B. 3635/69/J.

Bulletin 22/69
Inquiry for letter filing systems. E.S.B. 4264/69/J.

FRANCE

Bulletin 18/69
Inquiry for sports jackets. E.S.B. 4013/69/J.

Bulletin 19/69
1s. Inquiry for continuous towel dispensers. E.S.B. 3888/69/J.

Bulletin 20/69
Agency inquiry for footwear; knitwear; clothing and accessories. E.S.B. 48377/68/J.
Inquiry for waisteoats. E.S.B. 38183/68/J.
Exchange Control Regulations. E.S.B. 1209/G/J.

Bulletin 21/69
Agency inquiry for layette; socks; underwear. E.S.B. 4444/69/J.

Bulletin 22/69
Agency inquiry for do-it-yourself tools; wall coverings. E.S.B. 3012/69/J

GERMANY, FEDERAL REPUBLIC OF

Bulletin 18/69
1s. Inquiry for brass castings. E.S.B. 3798/69/J.
Inquiry for hot rolled steel sheets. E.S.B. 3822/69/J.
Inquiry for electric motors. E.S.B. 4084/69/J.

Bulletin 19/69
Agency inquiry for electronic components. E.S.B. 3680/69/J.
Agency inquiry for vibration absorbers. E.S.B. 47816/68/J.
Inquiry for condensers. E.S.B. 3829/69/J.
Agency inquiry for reproduction furniture. E.S.B. 3629/69/J.
Agency inquiry for spectacle lenses; frames and accessories. E.S.B. 3817/69/J
Inquiry for advertising gifts and novelties. E.S.B. 4028/69/J.

Bulletin 20/69
Inquiry for chemical manufacturing plant. E.S.B. 4096/69/J.
Agency inquiry for domestic electrical appliances. E.S.B. 4012/69/J.
Agency inquiry for architectural slate. E.S.B. 3825/69/J.
Agency inquiry for electronic components; radios; television sets; wiring. E.S.B. 2598/69/J
Agency inquiry for car accessories; toys and games. E.S.B. 42890/68/J.

Bulletin 21/69
*Inquiry for metal fittings. E.S.B. 47459/68/J.
Agency inquiry for locks rim and mortice; metal sanitary ware; tubes; tiles; welded mesh. E.S.B 3412/69/J.
1s each item. Inquiry for spacing bolts; switch roller. E.S.B. 47122/68/J.
Manufacture under licence in Britain – plastic working machinery. E.S.B. 4308/69/J.

Bulletin 22/69
Agency inquiry for texturizing machines. E.S.B. 1861/69/J.

Bulletin 23/69
Inquiry for ball bearings; bicycle tyres and accessories; domestic appliances; ice and roller skates; motor car tyres and accessories; records and record players. E.S.B. 5001/69/J.

GHANA

Bulletin 18/69
Inquiry for disinfectant dispenser. E.S.B. 2840/69/J.

Bulletin 20/69
Agency inquiry for suiting fabrics; ties and badges. E.S.B. 3730/69/J.

GREECE

Bulletin 19/69
Inquiry for PVC sheets; adhesives. E.S.B. 47156/68/J.

GUYANA

Bulletin 21/69
Agency inquiry for air conditioners; cables; domestic appliances. E.S.B. 27983/68/J.

HONDURAS

Bulletin 20/69
Manufacture under licence– distribution – veterinary products. E.S.B. 389169/J.

HONG KONG

Bulletin 20/69
Agency inquiry for automobile fan belts; door chimes. E.S.B. 45889/68/J.
Agency inquiry for cement plants; crushers; excavators;; mining equipment tractors. E.S.B. 42205/68/J.
Inquiry for hydralized keratine. E.S.B. 2695/69/J.

INDIA

Bulletin 21/69
Inquiry for load indicator. E.S.B. 26697/68/J.

IRAQ

Bulletin 19/69
Inquiry for buses; cesspit emptiers; fire engines; rail cars; refuse collectors; water tankers. E.S.B. 4255/69/J.
Agency inquiry for chemicals pumps; starters and switches. E.S.B. 3317/69/J.

IRISH REPUBLIC

Bulletin 19/69
Agency inquiry for compressors; motors. E.S.B. 3682/69/J.
Agency inquiry for grinding wheels; protective clothing; welding plant, equipment and accessories. E.S.B. 3136/69/J.

ISRAEL

Bulletin 19/69
Inquiry for aluminium anodising equipment. E.S.B. 4294/69/J.

Bulletin 20/69
Agency inquiry for cables and wires; semi-conductors. E.S.B. 4221/69/J.
Agency inquiry for tool steel. E.S.B. 3872/69/J.
Agency inquiry for earthmoving equipment; road building equipment E.S.B. 4228/69/J.

Bulletin 21/69
Agency inquiry for hats; velvet furnishing fabrics; woollen, silk and synthetic fabrics; yarns. E.S.B. 3486/69/J.

Bulletin 22/69
Agency inquiry for cellular concrete; plastic insulation pipes. E.S.B. 3380/69/J.

ITALY

Bulletin 19/69
Agency inquiry for spotlights. E.S.B 1271/69/J.
Agency inquiry for electronics components E.S.B. 3130/69/J.
Inquiry for electrical equipment. E.S.B. 3816/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

Bulletin 20/69
Manufacture under licence – forged metal components. E.S.B. 38527/68/J.
Agency inquiry for diamond cutting tools. E.S.B. 3795/69/J.
Agency inquiry for bathroom and kitchen scales, bathroom fittings and accessories; cutlery; do-it-yourself materials; household hardware and goods; stainless steel tableware. E.S.B. 48918/68/J.

Bulletin 21/69
Agency inquiry for conveyor belts. E.S.B. 4332/69/J.

Bulletin 22/69
Agency inquiry for fuses and fuse holders; switches; timers. E.S.B. 5003/69/J.
Inquiry for carpeting. E.S.B. 5006/69/J.
Agency inquiry for mohair rugs and shawls. E.S.B. 3642/69/J.
Inquiry for porcelain and bone china. E.S.B. 4069/69/J.

ITALY/MOROCCO
Bulletin 20/69
Trade Agreement. E.S.B. 1209/G/J.

ITALY/TUNISIA
Bulletin 20/69
Trade Agreement. E.S.B. 1209/G/J.

JAMAICA
Bulletin 18/69
Inquiry for Radiator manufacturing machinery. E.S.B. 3759/69/J.

Bulletin 20/69
Agency inquiry for lamp fixtures; microwave and electronic equipment; welding plants. E.S.B. 48562/68/J.

JAPAN
Bulletin 20/69
Inqury for hi-fi equipment. E.S.B. 4401/69/J.

JORDAN
Bulletin 19/69
Inquiry for inks; graphic products; printing plates. E.S.B. 3757/69/J.

Bulletin 20/69
Inquiry for steel sheets. E.S.B. 3838/69/J.

LEBANON
Bulletin 20/69
Agency inquiry for tools. E.S.B. 4063/69/J.

LIBYA
Bulletin 18/69
Inquiry for metal grilles, doors and locks. E.S.B. 3438/69/J.

Bulletin 20/69
Unclaimed goods. E.S.B. 1209/G/J.

MALAWI
Bulletin 19/69
Inquiry for stationery. E.S.B. 3690/69/J.

MALAYSIA
Bulletin 22/69
Inquiry for restistance welding alloys. E.S.B. 2279/69/J.
Agency inquiry for ammonium nitrate. E.S.B. 4202/69/J.

MARTINIQUE
Bulletin 22/69
Agency inquiry for garden tools and equipment. E.S.B. 48840/68/J.

MAURITIUS
Bulletin 21/69
Agency inquiry for gate valves; perforated sheets; steel tubing. E.S.B. 2277/69/J.

Bulletin 22/69
Inquiry for biscuit making plant. E.S.B. 4247/69/J.

MEXICO
Bulletin 21/69
Agency inquiry for footwear adhesive; shoe manufacturing machinery. E.S.B. 4075/69/J.
Inquiry for fruit and juice canning, bottling, pulping, conveying, labelling and capping machinery; juice and tomato processing machinery. E.S.B. 45716/68/J.

Bulletin 23/69
Agency inquiry for cranes; electrical equipment; pumps. E.S.B. 4062/69/J.

NETHERLANDS
Bulletin 20/69
Agency inquiry for technical refrigeration equipment. E.S.B. 47936/68/J.

NEW ZEALAND
Bulletin 20/69
Inquiry for wallboard dryer, pre-heater and cooler. E.S.B. 47562/68/J.

Bulletin 21/69
Agency inquiry for pile fabrics. E.S.B. 4418/69/J.

NORTH AMERICA
Bulletin 18/69
Store buyers visit London. E.S.B. 4763/67/J.

Bulletin 22/69
Store buyers to visit Britain. E.S.B. 4415/69/J.

NORWAY
Bulletin 21/69
Agency inquiry for mattress ticking. E.S.B. E.S.B. 4292/69/J.

PAKISTAN
Bulletin 20/69
Inquiry for domestic gas appliances. E.S.B. 3815/69/J.
Inquiry for chemicals. E.S.B. 3841/69/J.

Bulletin 22/69
Inquiry for pesticides and pesticide sprayers. E.S.B. 4390/69/J.

RUMANIA/SOUTH YEMEN
Bulletin 23/69
Trade agreement. E.S.B. 1209/G/J.

SIERRA LEONE
Bulletin 20/69
Inquiry for mattress materials. E.S.B. 4368/69/J.
Inquiry for umbrella materials. E.S.B. 2283/69/J.

SINGAPORE, REPUBLIC OF
Bulletin 21/69
Agency inquiry for foam rubber. E.S.B. 3479/69/J.

SOUTH AFRICA
Bulletin 20/69
Agency inquiry for electronic components. E.S.B. 3552/69/J.
Inquiry for pick-up vans. E.S.B. 4261/69/J.

SPAIN
Bulletin 20/69
Inquiry for electronic components; electro-medical equipment; measuring instruments; recording instruments. E.S.B. 3395/69/J.

Bulletin 22/69
Inquiry for automatic differential cut-outs. E.S.B. 3445/69/J.

SUDAN
Bulletin 22/69
3s. Inquiry for chemicals; electric water heaters. E.S.B. 32077/68/J.
Inquiry for packaging and printing machinery. E.S.B. 47430/68/J.

SWEDEN
Bulletin 19/69
Market report on boats and boat fittings. E.S.B. 915/69/J.

Bulletin 20/69
Agency inquiry for handling trucks, machinery and equipment. E.S.B. 560/69/J.
Inquiry for wood. E.S.B. 4464/69/J.

Bulletin 21/69
Agency inquiry for optical glass. E.S.B. 4277/69/J.

Bulletin 22/69
Agency inquiry for aluminium holloware. E.S.B. 4333/69/J.
Agency inquiry for foodstuffs. E.S.B. 603/69/J.

Bulletin 23/69
Agency inquiry for shipping and shipyard industry equipment. E.S.B. 2234/69/J.

SWITZERLAND
Bulletin 18/69
Agency inquiry for clothing; knitwear. E.S.B. 3628/69/J.

Bulletin 19/69
Agency inquiry for filtration plant and equipment. E.S.B. 3770/69/J.

Bulletin 20/69
Agency inquiry for clothing. E.S.B. 2136/69/J.
Inquiry for alloy semis. E.S.B. 3258/69/J.
Inquiry for automotive parts, accessories and novelties. E.S.B. 4055/69/J.
*Inquiry for steel wire; wire nails. E.S.B. 19414/68/J.

Bulletin 21/69
Agency inquiry for woven furnishing and decorating fabrics. E.S.B. 4443/69/J.
Agency inquiry for airborne electronics; computers and accessories; infra-red units; laser equipment; nucleonic equipment; office communication equipment; radar; radio, telephone and ground/air communications; transmitters. E.S.B. 4029/69/J.
Agency inquiry for metal working tools. E.S.B. 4050/69/J.

Bulletin 22/69
Agency inquiry for pami-hose. E.S.B. 26366/68/J.
Inquiry for foodstuffs. E.S.B. 4257/69/J.
Inquiry for medical equipment. E.S.B. 4638/69/J.

THAILAND
Bulletin 20/69
Manufacture under licence – drugs. E.S.B. 4380/69/J.

TRINIDAD/TOBAGO
Bulletin 18/69
Agency inquiry for pvc cables. E.S.B. 3691/69/J.

Bulletin 21/69
Inquiry for cutlery. E.S.B. 4500/69/J.
Inquiry for car wash units. E.S.B. 4221/69/J.

Bulletin 22/69
Agency inquiry for ironing machines; washing machines. E.S.B. 4499/69/J.

TURKEY
Bulletin 19/69
Inquiry for tankers. E.S.B. 3743/69/J.

Bulletin 20/69
Inquiry for disc press and equipment. E.S.B. 47738/68/J.

Bulletin 22/69
Inquiry for fuel and water storage systems; pumps; fire fighting and alarm systems, diesel generator sets and equipment; laboratory equipment; hand lamps; cathodic protection materials and measuring equipment. E.S.B. 3519/69/J.

UGANDA
Bulletin 21/69
Inquiry for printing and developing machine; printing and tracing papers. E.S.B. 3876/69/J.

Bulletin 22/69
Inquiry for dresses and blouses; shirts; skirts and slacks; textiles and suitings. E.S.B. 42675/68/J.

UNITED ARAB REPUBLIC (EGYPT)
Bulletin 18/69
2s. Inquiry for textile machinery – further information. E.S.B. 37429/68/J.

Bulletin 21/69
Inquiry for jewellery chain, chain spring and safety pin making machinery. E.S.B. 4605/69/J.

Bulletin 22/69
Inquiry for laboratory equipment. E.S.B. 4806/69/J.

UNITED STATES OF AMERICA
Bulletin 19/69
Inquiry for riding apparel and accessories; waistcoats. E.S.B. 44118/68/J.

Bulletin 20/69
Agency inquiry for ornamental chinaware. E.S.B. 3835/69/J.
Inquiry for hardware. E.S.B. 696/69/J.
*7s. Business forms. E.S.B. 909/69/J.

Bulletin 21/69
*9s. Inquiry for count encoder discs. E.S.B. 34577/68/J.

Bulletin 22/69
Inquiry for hydraulic rams and associated equipment. E.S.B. 3855/69/J.
Inquiry for Chemicals; irrigation equipment; storage bins. E.S.B. 24253/68/J.
*Agency inquiry for brake drums; cable and cable housing; hubs; stop light switches. E.S.B. 1855/69/J.
Major store promotion planned for Milwaukee. E.S.B. 4370/69/J.
Inquiry for building material; fencing; steel posts; hand tools; wire. E.S.B. 5081/69/J.
Inquiry for castings. E.S.B. 4697/69/J.

Bulletin 23/69
Inquiry for diesel and gasoline engine manufacturing equipment. E.S.B. 5082/69/J.

URUGUAY
Bulletin 19/69
Inquiry for polyacrylamide E.S.B. 3656/69/J.

VARIOUS
Bulletin 20/69
Visits by British overseas commercial representatives. E.S.B. 6865/66/J.

YUGOSLAVIA
Bulletin 20/69
Inquiry for hotel equipment. E.S.B. 19447/68/J.

ZAMBIA
Bulletin 22/69
Inquiry for drive pulleys. E.S.B. 1845/69/J.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30. Mondays to Fridays (Tel. **01-248 5757,** *Ext.* **368** *or Telex No.* **886143).**

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

GERMAN SALESMEN ON PRIZEWINNING TRIP TO LONDON

Twenty-nine salesmen from all parts of West Germany recently visited London for a three day sight-seeing tour, the result of their successful efforts in selling International Construction Equipment in a 1968 sales contest. London had been selected for the 'prize' because products of International Harvester factories in the United Kingdom accounted for a good proportion of these sales. In particular, the Federal Republic of Germany sold more British 1 cu. yd. crawler loaders in 1968 than in the two previous years put together and are aiming at higher targets still in 1969.

50 per cent increase

Orders for AEC engines and gearboxes, received by British Leyland's Special Products Division in the 11 weeks since the beginning of the company's financial year totalled almost £500,000. This shows an increase of approximately 50 per cent over the same period last year. Overseas customers include truck manufacturers Vahajah of Finland and Societe d'Exploitation des Camions Willeme who sell AEC trucks and fit AEC engines to their own French-built vehicles.

Gas plants for Japan

The Power Gas Corporation Limited, of Stockton-on-Tees (a member of the Davy-Ashmore Group), has been awarded contracts in Japan for two plants to produce town gas. Both plants will use the ICI steam reforming process to convert naphtha to gas of low calorific value. The first order is for the Hokko Works of Osaka Gas Company Limited, and the second order is for Tokyo Gas Company Limited at Negishi.

Winches for Ghana

An order for 30 hand winches has been received from Ghana by Longridge Foundry Ltd., Malleable Ironfounders of Longridge, Lancs. The order, due to be despatched next month, is the largest received by the Lancashire foundry from overseas for hand winches, which are to be used by Ghanaian inshore fishermen.

£30,000 shirts order

Orders for men's Bri-Nylon shirts valued at £30,000 have been placed with the Leicester men's and children's knitwear company of A. Ridgway & Co. Ltd. They will be delivered to two Danish customers in Aalborg and Copenhagen, and constitute quantities totalling 3,000 dozen garments. Export outlets have also been developed by the company in Norway, Sweden, Malta and Gibraltar and they are now planning to do business in Hamburg, Vienna and Barcelona.

British company gain repeat order

Rose, Downs and Thompson Limited, Hull (member of the Davy-Ashmore Group) manufacturers of vegetable oil milling and processing equipment have secured a repeat order from a South African processor for equipment to press groundnuts and sunflowerseed. The equipment purchased by the Natal Oil and Soap Industries (Pty) Limited follows just 13 months after placing an almost identical order with the company.

Record order in January

The Bronx Engineering Co. Ltd., metal forming machinery manufacturers of Lye, Stourbridge, Worcs., report that by mid-January it had already received orders valued at £235,000; a record order intake for this period of the year. The orders include three overseas orders – a set of heavy duty pinch pyramid bending rolls for Agrupacion Tecnica Industria SA of Valencia, Spain; a repeat order from an Eastern bloc country for a sheet processing and levelling machine and a high speed bar straightener for the Higbie Corporation of the United States.

Singapore Port contract

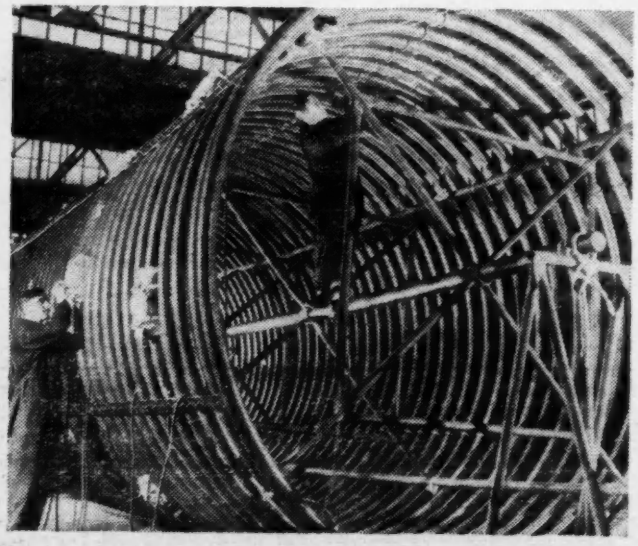
Taylor Woodrow International Ltd. of London, in joint venture with Dillingham Overseas Corporation of Honolulu, have been awarded a contract worth 33 million Singapore dollars by the Port of Singapore Authority to construct new deep water wharves for handling container ships at East Lagoon, Singapore. The scheme has been designed for the Port of Singapore Authority by Sir Bruce White, Wolfe Barry and Partners, of London.

USSR order

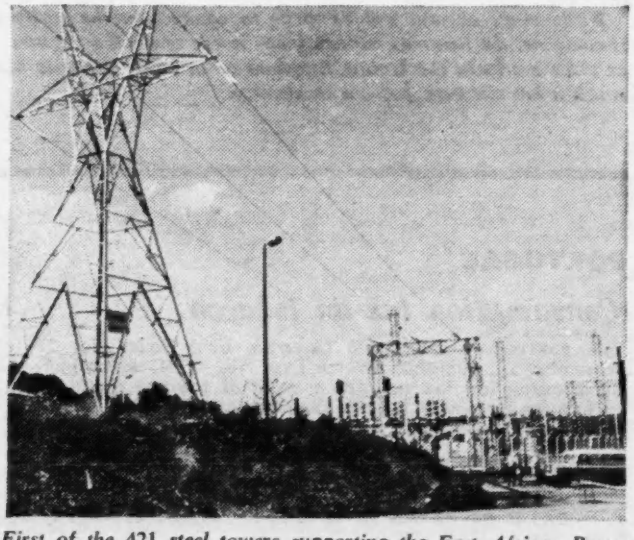
Dunbar & Cook, the Birmingham engineering company are to supply a 'Crankmaster' crankshaft turning lathe to the 'Volga' national car plant, Gorky, USSR. Value of the order is £9,500.

Battery order for Pakistan and Thailand

Alkaline Batteries Ltd. of Redditch have so far received £20,000 worth of orders for 'Alcad' nickel cadmium alkaline batteries for use in the Pakistan Western Railways electrification scheme. They have also obtained an order for batteries worth £12,400 from the Metropolitan Electricity Authority in Bangkok.



A large helical coil measuring 11 feet in diameter by 28 feet long nears completion at the Walsall Works, Staffordshire, of TI Stainless Tubes Ltd., a TI company. Designed by Metallurgical Engineers Ltd. of London, it is destined for a new ICI fertilizer plant under construction at Kanpur, Uttapradesh, India.



First of the 421 steel towers supporting the East African Power and Lighting Company's transmission line at the recently opened Seven Forks hydro-electric project at Kindaruma, Kenya to Nairobi. The towers were fabricated and supplied by Painter Bros. of Hereford, a BICC Group company, to Balfour, Beatty & Co. Ltd., who acted as consultants, designed the hydro-electric scheme and constructed the transmission line.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

PORTUGAL

Consumption tax on tobacco

THE PORTUGUESE *Diario do Governo*, First Series No. 276 of November 23, published Decree Law No. 48701, which increased the consumption tax on certain types of tobacco products with effect from December 1, 1968. Details are as follows:

(a) Group 1 (Manufactured in Continental Portugal)

TAX

Shredded Tobacco
1 escudo on each unit of 15 grammes.

Cigarettes
0.60 escudo on each packet of 10 or 12 cigarettes weighing more than 7.5 grammes.
1.0 escudo on each packet of 20 or 24 cigarettes.
2.50 escudos on each packet of 25 to 50 cigarettes.
6.00 escudos on each packet of 51 to 100 cigarettes.

Cigarillos with a tobacco wrapper
—0.60 escudo on each cigarillo.

Cigars
—2.50 escudos on each cigar.

(b) Group 2 (Manufactured in foreign countries, the adjacent islands or overseas provinces)

TAX

Shredded Tobacco
1.0 escudo on each 15 grammes or part thereof.

Cigarettes
0.60 escudo on each packet of 10 or 12 cigarettes, weighing more than 7.5 grammes.
1.0 escudo on each packet of 20 or 24 cigarettes.
2.50 escudos on each packet of 25 to 50 cigarettes.
6.00 escudos on each packet of 51 to 100 cigarettes.

Cigarillos with a tobacco wrapper
—0.60 escudo on each cigarillo.

Cigars
—2.50 escudos on each cigar.

The cheaper qualities of cigarettes continue to be exempt from this tax. Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

SPAIN

Reduced duty extensions

IN THE *State Gazette* of January 6 the Spanish authorities published Decree 3172-3176/69 extending, for the period stated, with amendments according to the new descriptions, reductions of Customs duties on the items listed below. The new lists will be in force from the expiry of the previous concessions.

Details are as follows:

Tariff heading	Description	Reduced duty	Valid during
Ex 84.17 J 2	Continuous cooking machines for sweets, with intermediate cooking chamber and vacuum chamber, with automatic kettle changer	5%	1 year
Ex 84.22 I	Special handling apparatus to put in position, return, etc., foundry boxes, with hydraulic jacks for loading	1%	2 years
Ex 84.30	Sweet residual dissolving machines, with syrup filtering, decolourizing and neutralizing appliances	5%	1 year
Ex 84.33 A 3	Cardboard box cutting machines, with or without printing slotters, of more than 12 tons weight	5%	2 years
Ex 84.33 B	Machines for partitioning paperboard boxes and folding and glueing machines weighing more than 3·5 tons with a width working capacity of more than 870 mm.	5%	2 years
Ex 84.35 C 3	Rotary typographic machines, with a printing surface of more than 64 by 88 centimetres	5%	2 years
Ex 84.35 C 4	Offset machines for printing on metallic plates, including with automatic feeder	5%	2 years
Ex 84.35 C 4	Offset machines for printing on paper or paperboard, of two or more colours, with a printing surface of more than 90 by 130 centimetres	5%	2 years
Ex 84.35 C 4	Rotary offset machines for printing continuous paper, of two or more colours, on two sides	5%	2 years
Ex 84.56 D	Machinery for the manufacture of articles of asbestos-cement, specifically included in Heading 84.56	5%	2 years
Ex 84.59 J	Automatic machines for the manufacture of elements for electric accumulators, by the way of inserting plates and separators forming connectors by fusion	5%	1 year
Ex 85.15 B 1 d	Broadcasting transmitters and transmitter-receivers of more than 75kW power	5%	2 years
Ex 85.15 B 2 a	Transmitters, with more than 500 W power; retransmitters of more than 100 W power; cameras and their controls (without monitors) excepting those of 'Vidicon' type; impulse generators, excepting those for synchronizing mixers, excepting those with less than six entries; special effects generators; telecines, excepting those of 'Vidicon' type; signal and image registers, microwave hertzian links with with terminals capable of making T.V.-retransmissions, aerials, excepting those with T.V. diapole arrangements	5%	2 years

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

Global quotas for 1969

IN THE *State Gazette* of January 23 the Spanish authorities published details of the global quotas for the year 1969. The complete list is reproduced below:

(168 Pesetas = £1)

Quota No.	Goods	Tariff heading	Annual value Pesetas	Method of calling
1	Hops	12.06	35,000,000	Yearly
2	Meat preserves	16.01, 16.02	35,200,000	Yearly
3	Fruit preserves	20.03, 20.04, 20.05, Ex 20.06, 27.07 B	35,200,000	Yearly
4	Miscellaneous food products	19.04, 21.07 B, 21.07 C	7,150,000	Yearly
5	Soups and soup preparations	21.05	13,200,000	Yearly
6	Beer	22.03	16,150,000	Open permanently
7	Fish meal	23.01 B	210,540,000	Open permanently
8	Coking coal	Ex 27.01 A	192,500,000	Open permanently
9	Anthracite	27.01 B	23,650,000	Open permanently
10	Inorganic chemical products	15.10 B, 28.02, 28.14 A, 28.15 B, 28.41 B 3, Ex 28.46	55,000,000	Six-monthly
11	Organic chemical products	17.02 A 1, 17.02 B 1, Ex 29.25 H, 29.42 A, 29.42 C, 29.44 A, 29.44 B	44,000,000	Six-monthly
12	Pharmaceutical specialities	Ex 30.02 A 2, Ex 30.02 B 2, Ex 30.03 A 2, Ex 30.03 B 2	110,000,000	Open permanently
13	Varnishes, inks, pigments and similar preparations	32.09 A, Ex 32.09 D	38,500,000	Six-monthly
14	Perfumery, toilet and cosmetic preparations	33.06	22,000,000	Six-monthly
15	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other quotas	34.02 B, 34.03 B, Ex 35.05, Ex 38.07, Ex 38.08, 38.19 F, 38.19 G, 38.19 H, Ex 38.19 I	115,500,000	Six-monthly
16	Phenoplast and furane resins	39.01 A	49,500,000	Six-monthly
17	Aminoplast:	39.01 B	33,000,000	Six-monthly
18	Other condensation, polycondensation and polyaddition products	39.01 C, Ex 39.01 G	33,000,000	Six-monthly
19	Styrene and derivatives, polymerization products	39.02 C	16,500,000	Six-monthly
20	Polyvinyl chloride	39.02 E	33,000,000	Six-monthly
21	Other polymerization and copolymerization products	Ex 39.02 A 2, 39.02 G 2, 39.02 L, 39.02 M, Ex 39.03 A	60,500,000	Six-monthly
22	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	39.07	49,500,000	Six-monthly
23	Non-liberalized wood manufactures	44.15, 44.16, 44.18, 48.09	14,850,000	Six-monthly
24	Miscellaneous textile fibres	50.02, 50.03, Ex 57.03 A, 57.03 B, 57.03 C, 57.04 A 1, 57.04 B 2 a, 57.04 C	12,100,000	Six-monthly
25	Yarns of miscellaneous textile fibres	50.04, 50.05, 50.07, 57.07, 50.08, 55.05, 55.06, 57.06	18,150,000	Six-monthly
26	Coconut yarns	57.07 C	49,500,000	Six-monthly
27	Fabrics of miscellaneous textile fibres	50.09, 50.10, 55.07, 55.08, 55.09, 57.10, Ex 57.11	84,260,000	Six-monthly
28	Tulle, lace, velvet and knitted goods	58.04 E, 58.08, 58.09, 60.01 C	19,250,000	Six-monthly
29	Special fabrics	59.07, 59.08, Ex 59.11, Ex 59.13, Ex 60.06 A	17,435,000	Six-monthly
30	Carpets and rugs	58.01, 58.02, 58.03	8,250,000	Six-monthly
31	Ready-made clothing	Ex 60.02, Ex 60.03 A 2, Ex 60.03 B 2, Ex 60.03 C, 60.04 C, 60.05 C, 61.01 A, Ex 61.01 D, Ex 61.01 E, 61.02 A, Ex 61.02 D, Ex 61.02 E, Ex 61.03 A, Ex 61.03 C, 61.04 A, Ex 61.04 D, 61.05, 61.07, 61.09, Ex 61.10 A, Ex 61.10 C, Ex 61.11, Ex 62.01 B, Ex 62.02, Ex 62.04	22,000,000	Six-monthly
32	Other textile manufactures	58.05 D, Ex 58.06, Ex 58.07, 59.01, Ex 59.02 C, Ex 59.04, Ex 59.05 C, Ex 59.06, Ex 59.12, Ex 59.14, Ex 59.15, Ex 60.06 B, 62.03, Ex 62.05 B	13,750,000	Six-monthly
33	Articles of porcelain and glass	69.11 B, 69.12 B, 69.13, Ex 70.13 B 1	30,800,000	Six-monthly
34	Imitation jewellery	71.12 B 2, 71.16	9,350,000	Six-monthly
35	Containers of iron or steel	Ex 73.23	22,000,000	Six-monthly
36	Stoves, heating apparatus, cookers (including those also connected to central heating), cooking rings, boilers, plate heaters and other similar non-electric apparatus for domestic use and parts, of cast iron, iron or steel	73.36	12,100,000	Six-monthly
37	Other manufactures of cast, iron or steel	Ex 73.40 C	24,200,000	Six-monthly
38	Copper manufactures	74.19 D, 74.19 E	11,000,000	Six-monthly
39	Aluminium manufactures	Ex 76.15, 76.16 B	12,100,000	Six-monthly
40	Hand tools for industry	Ex 82.03, 82.04	60,500,000	Six-monthly
41	Saws and blades	Ex 82.02, Ex 82.06	33,000,000	Six-monthly
42	Cutlery and table sets of iron or steel	82.09, 82.10, 82.11 A, C, D, E, 82.14	22,000,000	Six-monthly
43	Marine engines (not liberalized) and parts for the manufacture of the same	84.06 B 2 b, 84.06 B 2 c, 84.06 B 2 d, 84.06 C 1, Ex 84.06 D 2	49,500,000	Six-monthly
44	Engines for use on land (not liberalized) and parts for the manufacture of the same	84.06 B 2 b, 84.06 B 2 c, 84.06 B 2 d, 84.06 C 1, Ex 84.06 D 2	193,050,000	Six-monthly
45	Motor pumps and motor compressors (not liberalized)	Ex 84.10 F 2, Ex 84.11 D 2	44,000,000	Six-monthly
46	Refrigerators up to 250 litres	Ex 84.15 A	151,250,000 (30,250 units)	Six-monthly
47	Dumpers	87.02 B 2	220,000,000	Six-monthly
48	Television and radio receivers	85.15 A	33,000,000	Six-monthly
49	Radio transmitters and transmitter-receivers	85.15 B	73,150,000	Six-monthly
50	Non-liberalized parts for the manufacture of electric apparatus and carbons for cinematography	Ex 85.15 E, Ex 85.24 C	88,000,000	Open permanently
51	Tractors	87.01 A, 87.01 B 2	425,920,000 (3,543 units)	Six-monthly
52	Parts for the manufacture of tractors	Ex 87.06	96,800,000	Open permanently
53	Buses, fire-engines and parts for the manufacture of commercial vehicles	Ex 87.02 A 2, Ex 87.03 B, Ex 87.03 C, Ex 87.04 B, Ex 87.05, Ex 87.06	275,000,000	Six-monthly (excepting for parts for manufacture – Open permanently)
54	Parts and accessories for the manufacture of motor cars	Ex 87.04 A, Ex 87.05, Ex 87.06	165,000,000	Open permanently
55	Phonographs, dictaphones and other apparatus for sound recording and reproduction	92.11 C, 92.11 D, 92.11 E	22,000,000	Six-monthly
56	Sound recording (not liberalized) and parts and accessories for apparatus under heading 92.11	92.12 B 2, 92.13	29,150,000	Open permanently
57	Toys, games and articles for recreation	97.01, 97.02, 97.03, 97.04, 97.05, 97.08	33,550,000	Yearly
58	Capital equipment for new investment projects	Sections XVI and XVII	8,470,000,000	Open permanently

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Tariff modifications

IN THE *State Gazette* of January 6 the Spanish authorities published a Decree modifying the Appendix List as follows:

Description	Tariff heading	Reduced duty	Valid during
Looms to weave carpets of 'Wilton' type, of 'Axminster' type or of double piece of more than 6 tons weight	84.37 A	5%	2 years
Machines for the manufacture of concrete tubes by turbo compression process, excluding electric motors	84.56 D	5%	1 year

On January 6 the Spanish authorities published details of additions to the Appendix List as follows:

Sealed motor compressors for gases and fluids other than air, with a capacity of 1 to 10 CV, inclusive	84.11 D 2	5%	1 year
Die-sinking autoplaten machines (of more than 15 tons weight) for embossing, dry-working, with automatic introducers	84.33 L	5%	1 year
'Raschel' type machines, with 18 or more cross bars, for the manufacture of lace	84.37 B 1 b	5%	2 years
Automatic machines for continuous moulding of grids of antimonium lead for electric accumulators	84.43 D	5%	2 years
Bridge planomiller machine, of more than 75 tons weight	84.45 C 5	5%	2 years
Special automatic grinding machine for the finishing of pistons of light alloys, in complex form of progressive ova-barrel	84.45 C 6	5%	2 years
High precision moulding machines, operated by multiple piston heads, with automatic sand feed, direct movement of moulds and automatic pattern positioning	84.56 D	5%	2 years

The Spanish authorities published a Decree on January 6 extending the following amendments with validity from the previous date of inclusion in the Appendix List:

Caterpillar tractors, of up to 6,000 square centimetres capacity inclusive	87.01 B 1	5%	1 year
Caterpillar tractors of more than 6,000 square centimetres capacity inclusive	87.01 B 2	5%	2 years
Shuttle trucks to work only inside mines and mine levels	87.02 B	5%	2 years
Mechanically operated pumps and compressors of more than 18 tons weight, without their motor other than for refrigerators	84.11 C 2 b	5%	2 years
Excavators with articulated chassis, pull-stroke shovels (skimmers), caterpillar mechanical shovels, mechanical shovels on wheels of more than 1 m3 bucket capacity, wheeled mechanical shovels with a bucket capacity of more than 1·93 m3	84.23 A	5%	1 year
Levelling, scrapers, scarifiers, piledrivers, snowploughs, other than snowplough lorries on heading 87.03, motor-levelling machines of less than 130 CV and more than 180 CV power	84.23 B	5%	1 year
Machines and apparatus under sub-heading 84.23 D	84.23 D	5%	1 year
Grooving and sticking machines weighing more than 4·5 tons	84.47 B 2	5%	2 years
Pendular grinding mills, with automatic exhaust with a maximum grinding of 7,000 meshes per square centimetre	84.56 B	5%	2 years
Machines, including self-propelled machines to spray gravel, hydraulic concrete or mixtures of bituminous products with arids	84.59 F	5%	2 years
Motor vehicles, specially designed to assemble, maintain and inspect railway lines	86.04	5%	2 years

In the *State Gazette* of January 6, the Spanish authorities published a Decree modifying the description of the following item which was previously included in the Appendix List (84.22 F 1).

Self-propelled cranes, on caterpillars or wheels not capable of running on rails with only one control point and with a capacity of more than 50 tons and a working reach of more than 3·50 metres	84.22 F 1	5%	2 years

Inquiries about this notice should be addressed to Exports Services Branch, Board of Trade, Room E53, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

GREECE

Controls on prices of pharmaceuticals

IT HAS BEEN ANNOUNCED in the Greek Government *Gazette* that new profit margins for pharmaceutical goods have been established, and will take effect immediately.

The official retailer's margin has been reduced from 33 per cent for pharmaceutical specialities and 25 per cent for antibiotics to 30 per cent overall.

The importer's fixed discount remains at 12.5 per cent for pharmaceutical specialities but is now fixed at 9,5 per cent for antibiotics.

The wholesaler's margin on foreign pharmaceuticals prepared or packed in Greece, which was previously 4-10 per cent, is now fixed at 7.5 per cent.

It has also been announced that in the case of pharmaceuticals destined for sale by provincial chemists outside the capital of a Nomos in towns with populations of less than 10,000, excluding those in the Nomos of Attica, and the former municipalities of Piraeus and Salonica, a reduction shall be made in the wholesale prices of 4 per cent for pharmaceuticals of foreign origin prepared or packed in Greece, and 2 per cent for pharmaceuticals of foreign origin.

Wholesalers shall be obliged to make the above reductions but they shall be entitled to claim back the discount granted to provincial chemists from the original suppliers (manufacturers and importers).

Invoices for the above sales must be specially issued and marked 'Sale to provincial chemist outside capital of Nomos in town with population of less than 10,000'.

In the same announcement it is stated that the following may be regarded as costs, for the purpose of fixing the price of pharmaceuticals imported for retail sale:

(a) C.I.F. value, or F.O.B. value plus freight and insurance, of the goods. Commission (deducted), if shown in the final invoice, shall be recognized as a deductible item for an amount of up to 10 per cent of the invoice value. Air freight shall only be recognized in the case of pharmaceuticals whose period of use is limited of up to one year. In the case of other pharmaceuticals consigned by air, the allowance in respect of freight shall be that which would have applied if the goods had been consigned by land or sea. Insurance premiums for an amount in excess of the C.I.F. value of the goods shall not be recognized.

(b) Expenses in general of the bank involved and stamp duty up to the lawful limit. Credit expenses, commission on letters of guarantee, excessive telegraphic expenses, fines, or other expenses due to the fault of the purchaser, delay in arrival of shipping documents or in the clearance of the goods through the customs, shall not be recognized.

(c) Import duty and associated taxes and fees, and customs charges.

(d) Normal and lawful charges and fees for customs clearance, transport and dock charges up to the importer's warehouse. Excessive such charges shall not be recognized, nor shall charges incurred in the form of penalties be recognized. Storage charges in general warehouse or free zones shall not be recognized in respect of more than 15 days.

(e) Cost of certification of invoices and deposit.

(f) Contributions to Medical Personnel Insurance Fund.

The following documents shall be required with a view to the approval of prices:

(a) Foreign suppliers final invoice, duly certified.

(b) Receipts for freight and insurance premium and insurance policy in the event of F.O.B. shipments.

(c) Final bank clearance, showing drachmae equivalent of the exchange and expenses paid.

(d) Customs declaration, receipts in triplicate for payment of import duty and taxes, and other customs clearance documents.

(e) Receipted customs agent's invoice and receipts for special expenses.

(f) Receipt for fee for certification of invoice.

(g) Receipt for payment of deposit.

(h) Receipt for payment of contribution to Medical Personnel Insurance Fund.

(i) Declaration for foreign supplier, duly certified, showing the price in foreign currency at which the pharmaceutical imported into Greece is sold in all forms and packages in the country of origin by the manufacturer, the wholesaler and the retail chemist, as well as in countries other than Greece to which it is exported, and all the trade names under which it is sold.

Note:

This is a new requirement, and also applies to pharmaceuticals of foreign origin prepared or packed in Greece.

For pharmaceuticals already on the market the maximum wholesale and retail prices throughout the whole country shall be those being applied, at the time of issue of the present regulation, by chemists in the former Athens Administrative Area and which have been published in price lists of pharmaceuticals. Any increase in these prices shall be prohibited up to December 31, 1969.

A readjustment of prices in order to comply with these new regulations shall only be permitted so long as it does not entail an increase in retail prices.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

FEDERAL REPUBLIC OF GERMANY

Quotas for goods at fairs

THE Federal German Ministry of Food, Agriculture and Forests has announced that import licences will be issued covering sales at fairs to be held during the first half of 1969. Licences will be allocated to firms, as previously, in accordance with the amount of space booked. It has been agreed with the German authorities that currency up to the following amounts will be made available for goods sold by United Kingdom exhibitors at the above fairs:

		DM
Fruit and fruit juices in tins and bottles		100,000
Miscellaneous foodstuffs from Great Britain		500,000
Of which:		
Barley and oat products	up to	25,000
Canned vegetables	up to	50,000
Jams and marmalades	up to	75,000
Miscellaneous foodstuffs from the dependent overseas territories		40,000
Ice cream		250,000
Ice cream mix		50,000

United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 11, Bonn. Applications should be accompanied by a copy of the agent's sub-tenancy agreement for stand space (Untermietvertrag).

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2307).

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

SUGAR

Regulation (CEE) No. 103/69 establishes the methods of application for carrying over part of the sugar production to the following marketing year (*Journal Officiel* No. L14 dated January 21, 1968).

Regulation (CEE) No. 142/69 establishes certain necessary methods for the application of quota rules in the sugar sector (*Journal Officiel* No. L20 dated January 27, 1969).

Regulation (CEE) No. 143/69 modifies, for the Sugar Marketing year 1968/1969, the specified date for the notification of carrying over part of the sugar production (*Journal Officiel* No. L20 dated January 27, 1969).

Regulation (CEE) No. 144/69 completes **Regulation No. 103/69** (see above. *Journal Officiel* No. L20 dated January 27, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 98/69 establishes the general rules relating to the disposal of cattle meat bought by the intervention organizations (*Journal Officiel* No. L14 dated January 21, 1969).

Regulation (CEE) No. 104/69 relates to the ending of intervention measures in Germany and France by annulling **Regulation (CEE) No. 1576/68** and **Regulation (CEE) No. 1802/68** and suspending the application of **Regulation (CEE) No. 1954/68** (*Journal Officiel* No. L14 dated January 21, 1969).

MILK AND MILK PRODUCTS

Decision 69/20/CEE modifies **Decision 69/1/CEE** which authorized Germany to sell, at a reduced price, butter held in public stock for the manufacture of concentrated butter for users of large quantities (*Journal Officiel* No. L18 dated January 24, 1969).

Imports from non-member countries to the EEC

THE *Board of Trade Journal* dated March 22, 1968 (page 938), contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State even though they may be accompanied by a circulation certificate. Details of alterations to this list of products were published in the *Board of Trade Journals* dated May 10 (page 1473), June 28 (page 1978), August 23 (page 568), October 28 (page 1151) and December 6 (page 1596).

The *Journal Officiel des Communautés Européennes* No. L18 dated January 24, 1969, contains the text of **Decision 69/15/CEE** which authorizes France to exclude from Community treatment imports from the other Member States of penknives (tariff heading

(*Continued on next page*)

trading with BRITAIN? or trading with FRANCE?

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EUROPEAN COMMUNITIES, *continued*

ex 82.09), originating in Japan. This authority will expire on May 1, 1969.

The French texts of all the Decisions referred to may be seen on application to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Tariff quotas in the EEC

THE *Board of Trade Journal* dated December 15, 1967 (pages 1565/1566) contained details of **Decision 67/723/CEE** granting to Italy a tariff quota at 6.5 per cent rate of duty for certain sugar beet seeds for the period November 1, 1967, to October 31, 1968. The *Journal Officiel des Communautés Européennes* No. L18 dated January 24, 1969, contains the text of **Decision 69/16/CEE** increasing this quota from 700 to 1,100 tonnes for sugar beet seeds (tariffs heading ex 12.03A) of the 'Eagle Hill', 'Maribo', 'Buszczinski', 'Janaz' and 'Saroz' varieties.

The *Board of Trade Journal* dated August 30, 1968 (page 618), contained details of **Decision 68/326/CEE** granting to Germany a tariff quota at a 4 per cent rate of duty for halibut for the period August 1, 1968, to December 31, 1968. The *Journal Officiel des Communautés Européennes* No. L18 dated January 24, 1969, contains the text of **Decision 69/17/CEE** increasing this quota from 3,000 tonnes to 3,600 tonnes for black halibut (tariff heading ex 03.01 BIf).

The *Board of Trade Journal* dated February 2, 1968 (page 348), contained details of **Decision 68/22/CEE** granting to Germany a tariff quota at a 3.5 per cent rate of duty for silk yarn for the period January 1, 1968, to December 31, 1968. The *Journal Officiel des Communautés Européennes* No. L18 dated January 24, 1969, contains the text of **Decision 69/18/CEE** increasing this quota from 30 tonnes to 37 tonnes for silk yarn (tariff heading ex 50.04).

The *Board of Trade Journal* dated October 4, 1968, contained the text of **Decision 68/344/CEE** increasing the size of the tariff quota previously granted to Italy by **Decision 67/720/CEE** for fresh, frozen or chilled tunny fish (tariff heading ex 03.01 BIb) intended for the canning industry, from 30,000 to 45,000 tonnes. The *Journal Officiel des Communautés Européennes* No. L18 dated January 24, 1969, contains the text of **Decision 69/19/CEE** increasing this quota further from 45,000 tonnes to 50,500 tonnes for the period January 1, 1968, to December 31, 1968. This additional 5,500 tonnes will attract a duty of 0.5 per cent.

The *Journal Officiel des Communautés Européennes* No. L18 dated January 24, 1969, contains the text of **Regulation (CEE) No. 110/69** which sets up a Community tariff quota for 22,000 tonnes of frozen beef and veal (tariff heading No. 02.01 A II(a)2), at a 20 per cent rate of duty, allocated on the following basis:

Germany	3,000 tonnes
France	2,500 tonnes
Italy	12,000 tonnes
Netherlands	2,900 tonnes
Belgo-Luxembourg Economic Union	1,600 tonnes

This quota is valid for the period January 1, 1969, to December 31, 1969. Details of the method of allocation and of the conditions attached to the whole quota may be obtained from the Export Services Branch at the address given below.

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

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ISRAEL

Tariff amendments

THE BOARD OF TRADE have received details of amendments to 100 items in the Israeli tariff.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

LIBYA

Unclaimed goods: correction

THE *Board of Trade Journal* of January 24 stated that the Libyan Customs Authorities were to sell on February 2 goods which had remained unclaimed at Tripoli Port and Idris Airport after 16 days. The only items in fact affected were those unclaimed after 60 days.

IRAN

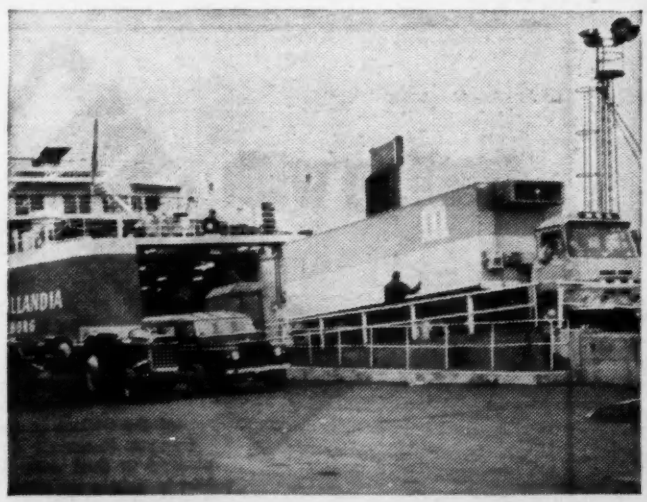
Commercial benefit tax

THE Central Bank of Iran has announced that since intermediate switches are made by local factories, imports of these items are now subject to commercial benefit tax.

Liberalization of imports

THE Central Bank of Iran has announced that the import of all kinds of precious and semi-precious stones, natural or composite, whether raw, unworked or cut and worked – classified under Series 683A/1, 683A/2, 683B/1, 683B/2 and 683/C – is now permissible subject to payment of 20 per cent *ad valorem* as commercial benefit tax.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).



Loaded with 7,000 brace of pheasants, this refrigerated Mark 3 Boden semi-trailer operated by Frigoscandia Ltd., is boarding the roll-on/roll-off liner ferry 'Tor Hollandia' at Tor Line's Immingham Terminal, en route to Milan. A Rank Organisation filming unit accompanied the outfit, using this operation as the basis of a forthcoming documentary in the 'Look at Life' film series, on the life and experiences of drivers engaged on T.I.R. haulage. Many aspects of the journey were filmed, including loading at the Frigoscandia cold store, King's Lynn; documentation, customs clearance, and sealing the van at Immingham; driver accommodation and facilities on the Tor Line ferry, and embarkation of the tractor and trailer on the m.s. 'Tor Hollandia'.

EXPORT INTELLIGENCE BRIEFING No. 2 – *Opportunity Germany*

Here are 8 of the hot prospects that could boost U.K. exports to Germany by £ millions this year

1969 is Opportunity Germany year for fast-moving British exporters. That was decided when the Federal Republic of Germany ratified the 4% cut in the value-added tax on imports.

Many exporters who were already established in Germany have since then intensified their sales efforts to make the most of the new, more favourable terms of trade.

The fact is, however, that this surge in activity—by Britain's competitors, too—is going to make exploitation of the German market more difficult by the end of the year.

There is no time to waste in getting your share of the estimated £390 million additional sales to Germany forecast for this year. Check our lists for special factors affecting prospects for your product.

HOT PROSPECTS

This list of goods offering the greatest potential was prepared by British commercial officers in Germany at a special Opportunity Germany conference. Apart from these, there is a continuing demand for a wide range of other consumer and capital goods. Call Export Intelligence for details.

Electronic equipment

Good prospects in fastest growing industry for all kinds of electronic equipment, particularly components (trend towards integrated circuits), production equipment for components, and testing and measuring instruments. Specialised new techniques, e.g. ultrasonics, fluidics, also in demand. Electronic devices and equipment in automation field for streamlining production and labour saving particularly relevant.

Computer peripheral equipment

West Germany is Europe's largest computer user, with nearly 4,000 computers in operation. Prospects for sales of peripheral equipment can be gauged by the fact that a further 2,000 computers will be installed in West Germany in the next 2 years.

Boats and marine equipment

Booming demand for German pleasure craft is not fully met by local production: prospects for imports buoyant. Main competition from Holland, France and Scandinavia. Trend is towards medium-range of family cruisers priced up to £3,000, but all sizes in demand, mainly fibre-glass. Increase in sale of boats and home production has led to big demand for marine equipment and accessories.

Laboratory and scientific equipment

A large market with wide opening for British exports, particularly in research institutes and universities. Competition strong from German and American firms, but possibility of cost increase to German industry. Nucleonics and chemical analysis equipment in demand.

Machine tools

Tough competition, but good openings for the most advanced, specialised equipment, particularly *numerically-controlled machines.*

Electro-medical and medical equipment

A good market for competitive medical and electro-medical equipment. German hospitals and clinics well provided for in funds, but short of staff. Equipment with labour-saving advantages in demand. German competition particularly strong in X-ray equipment. Estimated total market worth £20 million in 1968.

Food processing machinery

Best potential is the field of bakery, biscuit and confectionery equipment, including high-speed dough and pastry mixers.

Packaging machinery

Main opportunity is in-line equipment (filling, sealing and packaging), with great stress on *after-sales service.*

WHAT TO DO NOW:
For a full briefing on sales prospects for these and *all* other product categories,

Call EXPORT INTELLIGENCE at the Board of Trade

Call us at H.Q. London 01-248 9633 Telex 886143

Or call us at:
Belfast (Ministry of Commerce) 34488 Telex 74578 · **Birmingham** 021-643 8221 Telex 33702 · **Bristol** 21071 Telex 44214
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London (South Eastern Counties) 01-828 4355 Telex 25991 · (Eastern Counties) 01-828 6271 Telex 25991
Manchester 061-832 9321 Telex 66104 · **Newcastle** 27575 Telex 53178

TURKEY

Global import quotas and liberalization lists

DETAILS OF THE cash guarantees attaching to the issue of import licences against the twenty-second Turkish global quota list, covering the first half of 1969, were announced in the *Board of Trade Journal* on January 31 (page 309). The details of the quota list were not given in that issue, and appear below. The cash guarantee requirements are repeated. Applications to import under the quota had to be made by Turkish importers before February 4, 1969. Against import licence applications, importers are required to lodge the following cash guarantees, which are based on percentages of the Turkish lira equivalent of the amount of foreign exchange applied for:

(a) 50 per cent for importers' quotas
(b) 20 per cent for industrialists' quotas (1 per cent only for the investment quotas of the State and Private Sectors).

Import licences will be valid for six months. The liberalization lists for the year 1969 will now be published in the *Board of Trade Journal* of February 14.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Twenty-second quota list

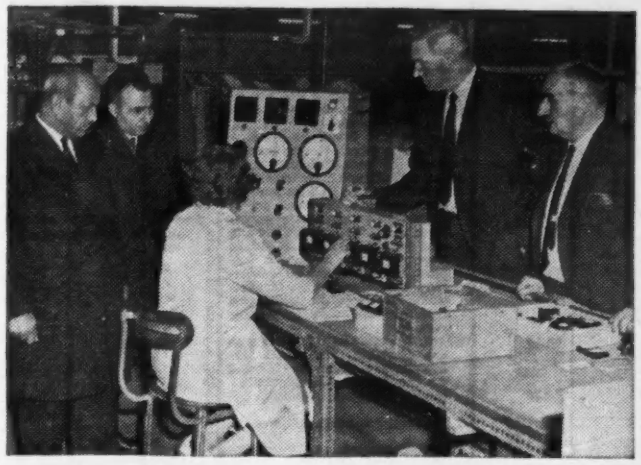
Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
1	05.15.10	Only poly-hybrid silk worm eggs. (At the disposal of the Ministry of Agriculture)	160	5	
2	05.08.10	Bone flour (bone meal)	100	—	
	23.10.10	Fish meal			
	90	Meat meal. (At the disposal of the Ministry of Commerce).			
3	08.01.20	Only coconut	5	—	
	12.07.20	Only vermuth leaves			
	13.03.50	Pectin			
4	08.01.30	Dates	—	1	
5	09.01.11	Raw coffee beans. (At the disposal of the Ministry of Customs and Monopolies).	—	1,000	
6	09.04.10	Black pepper (whole)	25	5	
7	09.04.90	Only allspice	10	10	
	09.05.00	Vanilla			
	06.00	Cinnamon and cinnamon-tree flowers			
	07.00	Cloves (whole)			
	08.00	Nutmeg; cardamom			
	10.10	Saffron			
	90	Other spices			
8	12.01.21	Copra	10	—	
9	13.01.10	Henna	—	1	
10	15.02.00	Only lard. (At the disposal of the Ministry of Commerce).	—	1	
11	15.07	Fixed vegetable oils. (At the disposal of the Ministry of Commerce)	—	1	
12	15.05.10	Only pure lanolin	For medical preparations only.		
	15.11.10	Glycerin (codex quality only)			
	28.08 / 28.42.42	Only pure chalk	30	5	
13	15.04.30	Whale oil	5	5	
	15.07.11	Castor oil			
14	15.03.10	Only oleo-stearin			
	15.06.10	Fat obtained from horses, hippopotamusses, bears, rabbits, land-crabs, turtles, etc.			
	20	Neat's foot fat			
	30	Solid bone fat			
	40	Bone oil	50	—	
	90	Others			
	15.07.17	Palm oil			
	18	Coco oil			
	21	Palmist oil			
	31	Non-edible, fixed vegetable oils used in industry(thymol excluded)			
	15.10.10	Industrial oleic acids			
	15.12.10	Whale oil (hydrogenated)			
15	15.11.10	Glycerin			
	35.03.11	Gelatine			
	12	Gelatine derivatives	For the manufacture of agglomerated cork.		
	20	Others			
	27.12.00	rtm. Vaseline (petroleum jelly)	20	—	
	39.01	Only synthetic resins			
16	18.01.10	Cocoa beans	200	—	
	18.04.00	Cocoa butter			
17	15.03.10 / 90	Oleo oils; Others			
	15.07.18	Coco oil	For baby food manufacturing only.		
	15.07.17	Palm oil	30	—	
	17.02.10	Industrial quality impure lactose only			
18	28.47.35	Sodium bichromate	—	1	
	36	Potassium birchromate			
19	15.07.11	Castor oil	For grease manufacturers.		
	15.10.10 / 29.14.30	Industrial oleo-acids	200	—	
	15.12.90	Hydrogenated castor oil			
	38.03.20	Activated diatomite			
20	23.07.00	Only vitamins, antibiotics, isominerals, medical preventives, and other additives for animal feed and fodder. (At the disposal of the Ministry of Agriculture)	100	—	
21	25.03.10	Refined sulphur			
	20	Sulphur: insoluble in carbon sulphide	—	500	
	90	Others. (At the disposal of the Ministry of Industry).			
22	25.03.20	Insoluble sulphur	For automotive tyre recapping material manufacturers.		
	28.02.30	Only colloidal sulphur			
23	25.17.20	Only flintstone (for ceramics manufacturers)	5	—	
24	25.23.12	Artificial Portland Cement. (At the disposal of the Ministry of Industry)	7	1	
25	25.07.20	Bentonite	—	1	
	25.07.90	Others	30	—	
	38.01.10	Artificial graphite			
26	28.22.10	Manganese dioxide	1	—	
	90	Others. (At the disposal of the Ministry of Industry)			
27	25.24.00	Asbestos	For manufacturers of asbestos cement pipes.		
	59.17.29	Only special fabrics for asbestos industries	900	—	
	74.11.00	Copper wire fabrics (including endless belting type) meshes and screens			
28	15.07.11	Castor oil	For vinyl asbestos thermal plastic flooring tile manufacturers only.		
	25.24	Asbestos	200	—	
	38.19	Chemical products and preparations of the chemical and associated industries, not mentioned elsewhere in the Customs Tariff (pigment binders, hot and cold patches for automotive type tubes and gumlastic, admixtures of locally produced plastifiers excluded)			
	39.02.11 to 29	Liquid and paste form products and others (polyester sheets, homopolymer, polyvinyl acetate and copolymers thereof excluded).			
	28.25.00	Titanium oxides			
29	25.24.00	Asbestos (for industries other than those manufacturing asbestos cement pipes and vinyl-asbestos thermoplastic floor tiles)	150	—	
30	27.04.10	High quality coke coal	For carbide and ferro-chrome industries.		
	38.19.27	Only sodenberg paste	150	—	
31	27.10	Only naphtha			
	27.10.11	Gasoline (except aviation gasoline)			
	21	Kerosene			
	31	Gas oil			
	41	Light fuel oil (Fuel-Oil No. 4, Marine diesel)	—	1	
	42	Medium grade fuel-oil (No. 5)			
	43	Heavy grade fuel-oil (No. 6)			
	49	Others. (At the disposal of the Ministry of Power and Natural Resources).			
32	27.12.00	rtm. Vaseline (petroleum jelly)	25	10	
	28.30.30	Chemically pure ammonium chloride (codex quality only)			
33	27.07	Products of petroleum cyclization or similar processes (for synthetic board manufacturers with surface hardening facilities)	10	—	
34	26.01.77	Of titanium ores: Rutile only	For electrode manufacturers only		
	44.12.00	Only wood flour	50	—	
	47.01	Only cellulose powder	1	—	
35	27.07.10	Creosote oils	—	1	
36	27.11.30	Liquid Petrolleum Gases (LPG). (At the disposal of the Ministry of Power and Natural Resources)			
37	28.08.10	Sulphuric acid (chemically pure).	6	5	
	28.09.10	Nitric acid (chemically pure only)			
	28.09.20	Nitrosulphuric acid			
	28.16.20	Aqueous ammonium solution (codex or purer)			
	28.35	Sulphides (chemically pure only)			
38	28.17.11	Sodium hydroxide (caustic soda, chemically pure)	100	—	
	12	Sodium hydroxide (caustic soda)			
39	28.17.21	Potassium hydroxide	40	10	
	22	Sodium peroxide			
	23	Potassium peroxide			
40	28.21	Chromium oxides and chrome hydroxide (chromic acid and chrometrioxide excluded).			
	28.46	Borax (codex quality only)			
	28.47	Only chromates (sodium bichromate, potassium bichromate, zinc chromates and chemically pure chrome yellows excluded).			
	28.47.39	Salts of metallic oxide acids			
41	28.23.10	Iron oxides (synthetic iron oxide yellow and red pigments and natural iron oxides excluded)	10	5	
	20	Iron hydroxide (synthetic iron oxide yellow and red pigments, and natural iron oxides excluded)			

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
42	28.25.00	Titanium oxides			
	29.15	Plastifiers (those locally manufactured excluded)			
	32.06	Pigments and dye-stuffs used in colouring plastic masses (except those of nitro-cellulose base)			
	32.07.29	Other colouring matter (pigments produced through treatment of earth colours, classified under 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxide iron oxides, zinc chromate and chrome yellows excluded).	For liquid surface coating material manufacturers. 40	—	
	38.19	Other products and preparations of the chemical and allied industries not elsewhere covered in the Tariff (admixtures of locally produced plastifiers excluded).			
	39.02.11 to 29	Liquid and paste preparations			
	28.25	Titanium dioxide.			
	34.02	Surface-acting organic products, surface-acting preparations and cleansing preparations.			
	38.19	Only chemical products and preparations of the chemical and associated industries not elsewhere classified or included (pigment binders, hot and cold patches used on automotive tyres and tubes, metallic naphthenates and metallic compounds of other organic acids used as dryers, all sorts of gum-mastic and gum-elastic used for chewing gum manufacture, intercombinations of locally manufactured kinds of plastifiers, compositions used in cleaning metal surfaces, and mixtures containing more than 10% acetic acid or formic acid, excluded)	250	—	
44	28.31.10	Calcium hypochlorite	1	—	
45	28.37.13	Ammonium sulphide and hyposulphide	10	5	
	20	Other sulphides and hyposulphides			
46	31.02.20	Ammonium nitrate (for ammonium protoixde production).	10	—	
47	28.35.20	Sodium sulphide (for textile dye manufacturers). (At the disposal of the Ministry of Industry)	5	—	
48	28.42.13	Sodium carbonate (soda)	200	—	
49	28.42.16	Lead carbonate (lead white).			
	42	Precipitate of calcium carbonate	1	—	
50	28.25.50	Titanium oxides			
	32.07.29	Other colouring matter (pigments produced through treatment of earth colours, classified under 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxide, zinc chromate and chrome yellows excluded)	For requiremen s other than paint and leather and vinyl-asbestos flooring materials manufacture. 100	15	
51	28.47.36	Potassium bichromate (for manufacturers of wood preservative impregnation chemicals only). (At the disposal of the Ministry of Agriculture)	1	—	
52	35.05.90	Only soluble starch			
	13.03.40	Hops extract			
	90	Others			
	27.10.22	Only white spirit			
	28.38.71	Iron sulphate			
	73	Nickel sulphate			
	28.49.10	Potassium-barium-platino cyanide	30	5	
	20	Platinum salts and salts of other metals of platinum regime			
	30	Silver nitrate			
	40	Other silver salts and colloidal silver			
	50	Others			
53	28.56.10	Silicon carbide (for the manufacturers of abrasives)	30	—	
54	29.01.42	Only xylol (for use in manufacturing agricultural pesticides). (At the disposal of the Ministry of Agriculture)	100	—	
55	29.14.41	Formic acid. (At the disposal of the Ministry of Industry)	30	5	
56	29.15	Polyacids, anhydrides, and others (oxalic acid, acyclic acids and and their anhydrides, halogenides peroxides; sodium salts, phthalic anhydride and locally produced kinds of plastifiers excluded)	5	—	
57	29.15 39.01.11 12 14 to 29 39.02.11 to 29	Products and plastifiers produced through condensation, polycondensation, polymerization and copolymerization, for manufacturing electrical materials, plastifiers (alkyl resins modified or unmodified, or polyester resins and locally produced plastifiers excluded). (Manufacturers of plastic pipes may not benefit from this quota)	80	—	
58	29.02.21 50	Pure lindane and Technical BHC (less than 16% gamma isomer contents quality excluded). (At the disposal of the of the Ministry of Agriculture)	80	—	
59	30.03.11	Procaine penicillin with aluminium monostearate			
	13	Chloromicetin and derivatives			
	14	Oreomycin and terramycin and derivatives			
	15	Tyrothrycin and salts			
	16	Bacytracin and salts			
	17	Erythromycin and salts			
	18	Neomycin and salts	—	350	
	21	Polymixin and salts			
	22	Canamycin and salts			
	23	Viomycin and salts			
	24	Cyclocerin and salts			
	25	Colymycin and salts			
	26	Groseofulvin and salts			
	42	Secondary products			
	43	Tertiary products			
	39	Others (penicillin-streptomycin mixtures and oral antidiabetics excluded). (At the disposal of the Ministry of Health).			
60	30.03.42	Secondary preparations			
	43	Tertiary preparations. (At the disposal of the Ministry of Agriculture)	—	40	
61	30.04.90	Only medicated gauze and cotton			
	10	Medical oil cloth and sticking plasters			
	20 90	Other (surgical plastic tapes, cloth plasters and bandages, excluded)	—	15	
	30.05.10	Sterile surgical catgut			
	50.08.00	Silk thread catgut only. (At the disposal of the Ministry of Health).			
62	34.07.10	Dental impression wax	—	10	
63	32.05 06 07 09	Pigments and dyestuffs and other colouring plastic and rubber masses in plastic and rubber industries (pigments produced through treatment of earth colours, classified under 25.09 with ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxide and its hydroxides added with organic dyestuffs; lead oxides, iron oxides, zinc chromate and chrome yellows excluded)	50	—	
64	32.05.21	Sulphurous dyes (Sulphur Black I, Sulphur Blue II, Sulphur Brown 12, Vat Green 7 and equivalent to Colour Index excluded)	10	—	
65	32.05.22	Direct dyes (Direct Yellow 27, Direct Red 81, Direct Blue 74, Direct Brown 95, Direct Black 22, Direct Black 38, Direct Green 6, Direct Red 28, Direct Brown 2, Direct Blue 2, and equivalents, to Colour index, excluded)			
	32.05.26	Acid dyes (Acid Red 35, Acid Black 24, Acid Red 27, Acid Orange 7, Acid Black 1, Acid Red 1, Acid Blue 92, and equivalents to Colour index, excluded)	200	40	
66	32.05.27	Mordant dyes (chrome dyes) (Mordant Yellow 8, Mordant Orange 37, Mordant Red 7, Mordant Blue 13, Mordant Green 17, Mordant Brown 33, Mordant Brown 15, Mordant Black 11, and equivalents, to Colour index, excluded)	60	—	
67	32.06.10	Synthetic colour lakes (except nitrocellulose base, and those containing over 50% fillers)	40	10	
	20	Others (except nitro-cellulose base)			
	32.07.10	Ultramarine			
68	32.07.29	Only inorganic metallic origin colours (zinc chromate and chrome yellows excluded)	For cosmetics manufacturing only. 10	—	
	32.09.12	Only cellulose varnish			
	15.05.10	Only pure lanolin			
69	32.09.19	Chloro-rubber varnishes	10	5	
70	32.09.13	Only synthetic varnishes	For factories with fibreboard lacquering facilities. 30	—	
	25	Only synthetic dyes			
71	32.09.12 13	Cellulose and synthetic varnish (for Tiefdruck (deep etch) and offset presses)	15	—	
72	32.09.19	Varnishes for caoutchouc and other rubber industry	20	—	
73	32.09.19	Special varnish (for factories manufacturing enamelled wires)	50	—	
74	32.09.19	Special varnish (for metal printing houses)	40	—	
75	32.09.24 29	Cellulosic nacre dyes only (for perfumery and button industries)	10	—	

(*Continued on next page*)

TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
76	32.09.29	Only light-reflecting points	—	10	
77	32.09.29	Only finishing dyes for textile industry	20	—	
78	32.09.12,13 19, 24,25	Only stencil lake			
	35.06.20	Only ultrafix			
	37.02.22	Only photographic films (unexposed)			
	38.19	Only ultrasol hardener			
	39.03.12	Only carboxymethyl cellulose	For textile industries film-druck presses.		
	39.05	Only natural resins modified by melting (ultrasol)	150	—	
	40.06.29 40.08.00 40.14.29	Only squeegee rubbers			
	82.03	Only squeegee files			
	59.17.11	Silk screen cloth			
	12	Synthetic fibre screens			
	73.27.10	Only steel wire fabric			
79	32.09.12 13 19 24 25	Only stencil lake			
	39.03.12	Carboxymethyl cellulose	For textile industries without filmdruck facilities.		
	59.17.11	Silk screen gauze			
	12	Synthetic fibre screens	30	—	
	40.06.29 40.08.00 40.14.29	Only squeegee rubbers			
	82.03	Only squeegee files			
80	32.10.00	Paints (tablet and tube water-colours excluded)	—	5	
81	32.13.21	Only india ink.			
	23	Only copying ink.			
	25	Only duplicator ink (except black).			
	29	Other inks	—	5	
82	32.13.22 29	Concentrate ink (for pen and india ink manufacture)	20	—	
83	32.13.24	Ball point pen ink	15	—	
84	33.01.22	Mint	5	—	
85	33.01.23	Citronelle			
	24	Citron.			
	25	Melisse (melissa aromatica).			
	26	Ylang-Ylang.			
	29	Others.			
	33.02.00	Terpenic by-products of deterpanation of volatile oils.			
	33.04.00	Mixed volatile oils.			
	33.05.90	Others	70	15	
86	34.02	Surface-active organic preparations surface-active preparations and washing preparations (those containing soap, dodecylbenzol sulphonates, 'alkylarilsulphonate' pigment binders excluded)	For manufacture of leather and textile auxiliary preparations.		
	15.04.30 90	Whale oil and oils of similar sea mammals			
	15.07.11	Castor oil			
	15.06.10	Fats of horses, hippopotamus, bears, rabbits, land crabs, turtles, etc.			
	20	Neat's foot oils			
	30	Bone fats			
	40	Bone oil			
	90	Others			
	28.17.12	Only caustic soda pellets	120	—	
87	34.02	Surface-active organic preparations surface-active preparations and washing preparations (those containing soap, dodecylbenzol alkylarilsulphonic acid, or their organic or inorganic salts, and pigment binders excluded)	For manufacture of other than agricultural pesticides. 75	—	
88	34.02	Surface-active organic preparations surface-active preparations and washing preparations (those containing soap, dodecylbenzol alkylarilsulphonic acid, and their salts with organic and inorganic bases, and pigment binders excluded). (At the disposal of the Ministry of Agriculture).	For agricultural emulsion chemicals manufacturers. 325	—	
89	35.01.10	Renate caseine only (for manufacture of sheet or rod gelalith)	25	—	
90	35.01.10	Caseine, only (for use in the manufacture of agricultural chemicals) (Ministery of Agriculture)	5	—	
91	35.03.11	Gelatine			
92	12 35.06.20	Gelatine derivatives. Other prepared glues and adhesives (casein glue, hide and bone glues, fish glue, starch glue and dextrin, natural rubber solutions and polyvinyl acetate base adhesives, Neoprene base synthetic rubber solutions, and any and all glues and adhesives in containers of 70 gr. or smaller are excluded) (rtm Cellophane base adhesives and binders also excluded)	10 20	5 5	
93	35.06.20	Other adhesive products			
	38.19 39.01.11 to 29	Only synthetic resins and hardeners, (mixtures of locally manufactured plastifiers excluded)	For cable sleeve and lug manfuacturers.		
	40.05.00	Only unvulcanised rubber strips	20	—	
	48.15.90	Only carbonized papers			
94	38.10				



As part of their general export expansion drive Allen West (Brighton) have appointed Mahyar Industrial Company, one of the largest Teheran trading undertakings, as their local agents. At the Moulsecoomb works to sign the first order for 1,000 starters, were two directors of Mahyar Industrial Company; from left to right, Mr. H. Ardakanian (managing director) and Mr. H. Baghai (director), both from Teheran, with Mr. R. Beattie (Allen West group, managing director) and Mr. V. Gale (export sales manager). They are examining test procedure on the latest range of AutoWest starters.

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
	39.02.11 to 29 39.01.11 to 29	Only ion exchangers	40	10	
95	37.01.21 to 29 37.02.22	Sensitized, unexposed photographic plates and films Only photographic films (unexposed)			
	29	Others	40	40	$20,000 of Industrial Quotas for film process printers.
96	37.02.21	Unexposed cinematographic films (Uninflammable safety types only)	30	5	
97	37.03.19	Undeveloped photo-recording sensitized papers for cardiological recorder apparatus (Ministry of Health)	—	5	
98	37.03	Sensitized papers, cards and cloth (exposed or unexposed but undeveloped photosensitive papers, ozalid or similar papers excluded)	—	75	
99	37.05.00	Exposed and developed negative and positive sheets, films and pellicules	—	5	
100	38.03.10 90	Activated carbons Others	50	—	
101	38.03.20	Diatomacious earth (Kieselguhr only	100	—	
102	38.14	Anti-knock preparations and others	—	20	
103	38.19	Cyanide compounds and salts and preparations used for hardening and tempering steel (for chain and drill bit manufacturers and for manufacturers that process bolts and nuts for surface hardening)	40	—	
104	38.19	Only chemical products and preparations of the chemical and/or allied industries not elsewhere specified or included (pigment binders, and cold and hot patches and gumiastic used on pneumatic tubes, metallic naphthanates and other metallic compounds of organic acids used as dryers, and mixtures of locally manufactured plastifiers, compositions used in surface cleaning of metals, and compositions containing more than 10% acetic or formic acid excluded)	300	20	
105	38.19	Only chemical preparations for wood impregnation (Ministry of Agriculture)	1	—	
106	38.19	Additives and core binders for foundry industries (preparations and derivatives included)	20	—	
107	38.19.29	Barium ferrite, only (for manufacturers of magnetic strips).	10	—	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
108	39.02.16 26 38.19	Polyacrylic derivatives, clear, colourless acrylic moulding powders, for dental practicing only, in powder and liquid form (in special packing of up to 5 kg. maximum) For plastic false teeth manufacturers	15	25	
109	34.02 38.12 39.19 39.02 39.03.12 to 31 33—39	Auxiliary materials dressing and starching materials for textile industry only (those containing soap, dodecylbenzol sulphonate 'alkylaril sulphonate' and pigment binders, starching agents of starch or dextrin and homopolymer polyvinyl acetate and copolymers, and mixtures of locally manufactured plastifiers, excluded)	125	—	
110	34.02 38.12 38.19 ¶ 39.02.11 to 29	Binders for textile industry only (those containing soap, dodecylbenzol sulphonate 'alkylaril sulphonate' and homopolymer polyvinyl acetate and co-polymers, and mixtures of locally manufactured plastifiers, excluded)	35	—	
111	29.15	Plastifiers only (locally manufactured plastifiers excluded)			
	39.01	Condensation, polycondensation and polyaddition products (polyester plates, and alkyd resins-modified or unmodified, polyester resins and lakes excluded) (saturated polyester resins whether or not containing all kinds of functional groups included)			Sheets and plates produced by press bonding of artificial resin impregnated paper sheet (rtm Formica and equal) and all sponged plastics and binders excluded
	39.03.12 to 31 33—39	Liquid and paste form products, others. (Cellulose nitrate-nitro cotton and liquid form products thereof excluded)			
	39.04	Hardened albuminoids (gelalith sheets and rods excluded)			
	39.05	Resins modified by fusion, others (rtm Cellophane-containing resins excluded)	800	—	$500,000 part for Ministry of Industry.
	39.02.11 to 29	Liquid and paste products and others (polyester plates and homo-polymer polymers and more than 50% polyvinyl acetate content copolymers excluded)			
112	39.02	Products of polymerization and copolymerization			
	39.03.31	rtm Cellophane (cellulose wrapping paper) (other than heat-bonding types)			
	39.05.10	Liquid and paste products (emulsions dispersions and solutions included)			For adhesive tape manufacture.
	21	Chemical derivatives of natural rubber			
	29	Others			
	90	Others			
	40.06.22 29	Unvulcanized natural or synthetic rubber in other states and forms	20	—	
113	29.15	Plastifiers only (except those locally manufactured)			
	38.08.10	Resinates			
	20	Collophane			
	90	Others			
	39.02	Products of polymerization and copolymerization			For medicated plaster manufacture.
	39.05.10	Liquid and paste products (emulsions, dispersions and solutions included)			
	21	Chemical compositions of natural rubber			
	29	Others			
	90	Others			
	40.06.22 29	Unvulcanized natural or synthetic rubber in other states and forms			
	15.05.10	Only pure lanolin			
	48.07 48.15	Only impregnated paper	25	—	
114	38.19 39.01.11 to 29 39.02.11 to 29	Polymerization and copolimerization products, products and preparations of the chemical industries and/or allied industries (for the chemical and plastics industries) homo-polymer polyvinyl acetate, more than 50% polyvinyl acetate containing co-polymers, polyester resins lakes, alkyd resins, modified or unmodified and binders, mixtures of locally manufactured plastifiers excluded) (saturated polyester resins and lakes whether or not containing functional groups included)			Sheets produced by press bonding of synthetic resin impregnated papers (rtm Formica, etc.)sponged plastic and binders excluded.
115	39.01.11 to 29 02.11 to 29 03.12 to 31 33-39 39.05	Synthetic resins and cellulose derivatives only (alkyd resins-modified or unmodified, polyester resins, and lacquers excluded).			For fibreboard, plywood, match, spool shuttle, caoutchouc factories only.
		Chemical derivatives of natural rubber only (Homopolymer polyvinyl acetate and co-ploymers excluded)	150	—	
	39.06	Special adhesives only			

(*Continued on next page*)

international engineering journal of the 1970's

MACHINERY LLOYD

INTERNATIONAL REVIEW OF ENGINEERING EQUIPMENT

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TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
116	29.15	Plastifiers only (locally manufactured plastifiers excluded).	For manufacturers of polyvinyl acetate only.		
	39.02.11 -29	Polyvinyl alcohol only.			
	34.02	Surface-active preparations (those containing soap, dodecylbenzol sulphonate "alkylaril sulphonate", pigment binders excluded)	100	—	
	39.03.12 -31 33-39	Hydroxiethyl cellulose and carboximethyl cellulose only.			
117	39.01 02 03 04 05 06	Light reflecting sheet products used for traffic signs only (acrylic based plastics, gelalith sheets and bars excluded)			
	70.19.90	Glass globules (beads) (Highways Department)	15	—	
118	39.01 02 03 04 05 06	Light reflecting sheet products used for traffic signs only (acrylic based plastics, gelalith sheets and bars excluded)	For manufacturing triangular traffic signs		
			5	—	
119	39.01.11 to 29	Synthetic resins and cellulose derivatives only (modified or unmodified alkyd resins, polyester resins and lakes excluded)	For manufacturers of synthetic caoutchouc solution of caoutchouc neophrene base; and artificial hides and insoles.		
	39.02.11 to 29				
	39.03.12 to 31 33-39				
	39.05	Only chemical derivatives of natural caoutchouc (homoploymer polyvinyl acetate and copolymers excluded)	50	—	
120	39.01.11 to 29	Only synthetic resins and cellulose derivatives	For the manufacture of press-bonded laminated paper sheets with synthetic resin impregnation 'r.t.m. Formica and similar'		
	39.02.11 to 29	(alkyde and polyester resins and la quers, modified or unmodified, excl.)			
	39.05				
	48.01	Kraft paper, cardboards, decorated papers, overlay, lincrusta,			
	48.03				
	48.07	natron cellulose and silicon			
	48.11	papers (Ministry of Industry)	400	—	
121	39.01	r.t.m. Bakelized cardboard plates only (decorative plates excluded)			
	39.03.32	Vulcanized fibre			
	39.01	Phenol-fibre plates only	—	5	
122	39.02	Polyvinyl butyrol only (for factories manufacturing laminar 'safety glass')	80	—	
123	39.02.11 to 29	Polyvinyl chloride, polystyrene, polyethylene (for factories manufacturing plastic separators for storage batteries)	20	—	
124	39.02.11 to 29	Polyvinyl chloride, polyethylene and polypropylene, only	8250.000 part Ministry of Industry.		
	39.07.31	Plastic fittings			
	35.06.20	Other bonding preparations,			
	40.06.29	others	350	—	
	84.61	Plastic valves, only (only for manufacturers of plastic tubing to: TS.201 PVC tubing manufacture and Testing Stds., TS. 275 waste water pipe stds., TS.274 PVC pressure service tubing Stds., and TS.418 water pipe Stds.)			
125	39.01.11 to 29	Liquid and paste products; others bearing jewels	For water meter manufacture.		
	90.29.92		12	—	
126	39.02.31 to 39	Plastic sheets and plates only (for industries with vacuum moulding presses) (printed, decorated and relief surface sheets and acrylic sheets, lame sheets, r.t.m. Formica and the like excluded)	5	—	
127	39.03.31	Cellulose wrapping paper (heat bonding type only)	50	—	
128	39.03.29	Carboximethyl cellulose only	20	—	
129	39.03.33, 34	Celluloid and cellulose acetate sheets only	For spectacle manufacturers.		
	70.15.11	Sun-glass lenses	50	—	
	90.03.91	Metallic parts for spectacle frames only			
130	39.03.33 34 39	Celluloid cellulose acetate and cellulose nitrate sheets and tubes only	40	5	
131	40.01.24 38.19	Gum-lastic only (for chewing gum manufacturers)			
	13.02.21	Gum-mastic	1	—	
132	40.06.22 29	Others (natural rubber adhesives, hot and cold tube patch rubbers, and homopolymer polyvinyl acetate and co-polymers and synthetic rubber adhesives of neoprene base and r.t.m. cellophane-backed adhesives excluded)	—	10	
133	40.02.12, 22	Synthetic latex (for manufacturers of textile sheets and belting)	10	—	
134	40.06.29 40.08.00	Door seal rubber strips for refrigerators			
	40.14.29	(magnetic or other)	—	5	
135	40.07.10	Unsheathed (bare) rubber round filaments (square section filaments and No: 60 or larger diameter rounds excluded)	10	5	
136	40.12.00 13.10 20	Medical goods (babies' nipples, kitchen and industrial gloves, operators' gloves, babies' bed-sheets and hot water bottles, ice bags, bench mattresses and pillows whether with or without accessories excluded)			
	40.16.10	X-ray aprons, only	—	5	
137	40.11	Bicycle tyres only	—	5	
138	40.14.21 29	Others (babies' bed-sheets, white sidewalls for automotive tyres, hot water bottles, ice bags, beach mattresses and pillows whether with or without accessories, floor mats for automobiles, etc., pedal rubbers and cold hot patches and cellular or sponged rubber sheets and foils, slide, yoke and bumper belting of all materials for textile machinery excluded) (multi-shuttle, super-strike whip type looms also excluded)	—	10	
139	41.01.21 24 22 25	Bovine hides, fresh (up to 15 kg.). Bovine hides, dried (up to 9 kg.) Calf hides, fresh (all types) Calf hides, dried (all types)	100	—	
140	44.03.31 to -39	Veneer woods of species not grown in Turkey	10	—	
141	44.03.32	Balsam tree only	—	2	
142	44.11.21	Wooden shoe nails (pegs)	—	5	
143	44.03.41, 42	Pulp wood for pulp shredding only (Ministry of Industry)	1	—	
144	45.04.10	Agglomerated unwrought cork in blocks, plates, sheets, tubes, rods, and other forms			
	20	Agglomerated cork articles	40	10	
145	48.01.21, 29	Papers of 50-55 gr/sq. m. substance (Ministry of Industry)	1	—	
146	48.01.30	Coloured papers for carbon paper manufacture			
	48.03.20, 30	Parchment and imitation parchment papers	40	—	
147	48.01.40	Printing paper and stationery paper (Ministry of Industry)	—	1	
148	48.01.40	Printing and stationery papers (for gummed paper, milimetric graph-paper and similar special quality paper manufacture)	15	—	
149	48.01.40	Printing and stationery paper (for Ozalid manufacture)	40	—	
150	48.01.61 62	Persulphite paper wrapping (for waxed paper manufacturers)	20	—	
151	48.01.50	Kraft paper (Ministry of Industry)	2500	—	
152	48.01.63	Cigarette paper in sheets (Monopoly item)			
	48.21.39	Filter paper for cigarette filters	180	—	
153	48.01.67	Cardboard in rolls, for statistics cards manufacture; 155-180 gr/sq. m. substance	50	—	
154	48.01.64 66 69	Blotting paper Drawing paper Other papers			
	48.03.20, 30	Parchment and imitation parchment papers only			
	48.05.20 30 90	Crepe paper Embossed paper Others			
	48.06.10	Graph papers only, for recording instruments			
	48.07	Impregnated, coated, surface coloured, surface decorated or printed papers and paperboards (carbon papers in rolls or sheets, of all sizes and colours, gummed papers, paraffin papers, leather-grain embossed paperboards, and flock papers excluded)	100	20	
155	48.03.10	Tracing paper	—	5	
156	48.07	'Release' paper, only (for manufacturers of sponged imitation leather over jersey knit base, through transfer process	25	—	
157	48.07.90	Photostatic copy positive papers only, (non-sensitized) 80-100 gr/sq. m. substance and coated with thiourea and sodium formaldehyde bisulphide	—	10	
158	48.01.69 48.07.90 32.09.19	Decalcomania backing paper Special varnish for manufacturing decalcomania	25	—	
159	48.04.00	Tarred kraft paper only (for fertilizer plants)	35	—	
160	48.08.10	Paper-pulp filter-mass plates containing asbestos fibres (for filtering machines)			
	90	Others	—	5	
161	48.13.20	Stencils (waxed stencils used for duplication works)	—	15	
162	48.13.90	Other copying and duplicating papers (carbon papers of all colours excluded)	—	5	
163	48.15.90	Cards for electro-magnetic calculators fitted with magnetic tapes, only			
	48.21.39	Cards for address printers			
	49.08.00	Transfers intended for making impressions of letters, symbols and markings	—	15	
164	48.16.10	Packing boxes (for exporters only) (Ministry of Industry)	—	1	
165	49.08.00	Industrial transfers (decalcomania) only	10	—	
166	49.11.21 29	Printed pictures and photographs Others	—	2	
167	51.01.10 51.03.10	Synthetic fishing net cords (for manufacturers of fishing nets).	150	—	
168	51.01.31 to 39 51-59				

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
	51.03.21	Cords of man-made continuous fibres (cords and threads of man-made continuous fibres 150 denier and over excluded)	650	—	
169	51.01.21 to 29 41-49 51.03.22	Cords of synthetic continuous fibres (polyamide and polyester base, 200 denier and less excluded) (for tricot and jersey cloth industry)	50	—	
170	51.01.21 to 29 41-49 51.03.22	Cord of synthetic continuous fibres (Polyamide and polyester base, 200 denier and less excluded) (for rolle drapery industry)	200	—	
171	51.01.21 to 29 41-49 51.03.22	Cords of synthetic continuous fibres (polyamide and polyester base, 200 denier and less excluded) (for flannel industry)	1	—	
172	51.01.21 to 29 41-49 51.03.22	Cords of synthetic continuous fibres (polyamide and polyester base, 200 denier and less excluded) for silk textile or other industries	50	—	
173	51.02.20	Synthetic monofilament fishing lines only (to meet the requirements of fishermen)	—	10	
174	51.02	Monofils, strips, and similar, of man-made and synthetic materials, suitable for weaving (imitation catgut and synthetic monofilament fishing lines excluded)	For tricot industries. 40	—	
	52.01.10	Textile yarns spun with copper filaments			
	90	Others			
175	51.02	Monofils, strips and similar, of man-made and synthetic fibres (imitation catgut and synthetic monofilament fishing lines excluded) (for brush and nylon zipper manufacture)	15	—	
176	51.02	Monofils, strips and similar of man-made and synthetic fibres (imitation catgut and synthetic monofilament fishing lines excluded)	For silk textile industry. 75	5	
	51.01.10	Textile yarns spun with copper filaments			
	90	Others			
	74.03.39	Other copper alloy filaments.			
177	53.01.10	Merino wool (unclean)	13500 Ministry of Industry. No more than $8.5 million may be used in the XXII Quota period. Unused balance from XXIInd Quota for use within the term of the XXIIIrd Quota.	—	
178	53.02.80	Rabbit hair			
	60	Other hairs for hat felt			
	58.07.10	Chenille yarns			
	20	Gimped yarns			
	90	Others	25	5	
179	54.03.10	Flax yarn (metric No. 7 and finer)	15	10	
180	54.04.10	Shoe-sewing twine (metric No. 7 and finer)	—	5	
181	55.01.30	Long fibre cotton (Ministry of Commerce)	1	—	
182	55.05.11 19	Netting yarns	—	5	
183	55.09	Special fabric for typewriter ribbon			
	32.07.29	Other colouring matter (pigments produced through treatment of earth colours classified under heading 25.09 ammonium or potassium hydroxide, or brightening with organo-synthetic dyestuffs; pigments containing zinc sulphur; iron oxides and hydroxides added with organic dyestuffs; lead oxides and iron oxides; zinc chromate and chrome yellows excluded)	For manufacturing typewriter ribbons only. 40	—	
	32.06.10	Synthetic colour lakes only (Nitrocellulose base lakes excluded)			
	32.09.29	Other prepared colours			
	51.04.29	Nylon fabric for typewriter ribbons			
184	56.01 02 03 04	Man-made, discontinuous fibre suitable for weaving; tow			
	56.01 02 03 04	Synthetic, discontinuous fibres Suitable for weaving; tow (polyester base fibres per Headings 56.01.12 and 56.04.12 excluded) (Union of Chambers)	1	—	
185	57.02.00	Manila hemp only			
	57.04.20	Other fibres of sisal and agave species, only (Ministry of Industry)	150	—	
186	57.03.00	Jute fibres only (Ministry of Industry)	80	—	
187	57.06.10	Jute yarn (Ministry of Industry)	15	—	
188	59.05.10	Fishing nets of synthetic cords and twines, only (for specific net requirements of fishermen and for distribution through Fishing Cooperatives) (Union of Chambers' certification required, attesting to unavailability of local manufacture) (Ministry of Commerce)	—	10	
189	59.07.10	Tracing cloth	—	1	
190	59.15.90	Fire hoses with rubber lined bore; whether or not impregnated outside	—	20	
191	59.15.30	Flax hoses only	—	10	
192	59.17.11 12	Silk screen gauze Man-made and synthetic fibre screen gauze	50	—	
193	59.17.21 29	Pressing bags of synthetic fibres only Special fabrics used in asbestos industry only	40	—	
194	68.03.00	Processed oilstone and products of natural or agglomerated oilstones			
	68.05.00	Manual whetting or polishing stones	—	10	
195	68.04.20 82.02	Marble and brick cutting saws and carborundum discs	20	5	
196	68.06 68.13.90	Wet sanding sand-paper and bonded, powder or granular abrasives only (emery sheets with plastic, cloth and paper backing except wet-sanding sand paper excluded); worked asbestos and products thereof only (asbestos and products thereof only) (asbestos cord, vulcanised asbestos, fabrics, wicks, packing sheets, asbestos filter powder, flooring asbestos excluded) (gasketing sheets of Klingerite type included)	30	30	
197	68.04.20	Abrasive stones for industrial use only	75	25	
198	38.19.25	Powders for use in hard metal manufacture only			
	28.56	Carbides for use in hard metal manufacture only			
	34.05.90	Diamond grit pastes for hard metal manufacture only			
	68.04.20	Diamond dust and hard metal powder abrasive plates and papers for hard metal manufacture, only (Grinding discs)	For manufacturers of hard metal cutting tips and diamond drills. 50	—	
	68.05	Manually used diamond dust embedded rods for use in hard metal manufacture only			
	71.04	Diamond powder for use in hard metal manufacture, only			
199	69.02.10	Over 70% alumina content refractory tiles			
	20	Magnesite refractory tiles			
	30	Chromo-magnesite refractory tiles			
	50	50-70% Alumina content clay tiles			
	80	Chromite			
	90	Others (Ministry of Industry)	1,000	—	
200	69.02.60	Semi-silica (75-85% SiO_2) refractory tiles			
	40	Less than 50% alumina clay refractory tiles			
	70	Silica (Dienous and quartz) (92-98 SiO_2 refractory tiles) (Ministry of Industry)	100	—	
201	69.09.90	Ceramic utensils and articles used in laboratories, chemistry and other technical applications only	—	5	
202	70.02.00	Enamel (rubine) glass.			
	70.03.10 20	Glass rods and tubes only (tubes of outer diameter larger than 18 mm. excluded)	200	5	
203	70.03.10 20	Glass rods and tubes of outer diameters from 18mm. to 30mm.	20	—	
204	70.08.12 22	Convex safety glass only (non-breakable, flat, laminated, safety glass of single or multiple layers excluded) (convex, laminated, safety glass of multiple layers included)	—	5	
205	70.20.12 13	Glass fibres Fibreglass cords only	5	—	
206	70.04.10 90 70.06.10 90	Armoured glass; others			
	70.05.20	Translucent glass or decorated glass	—	1	
207	70.05.11 12 13 14	Assorted window glass			
	70.05.20	Frosted, flashed, moired and streaked window glass			
	70.05.30.	Others (Ministry of Industry)	1	—	
208	70.10.10	Medicine bottles and vials of inert glass only (for pharmaceutical industries)	10	—	
209	70.14.21	r.t.m. Primus lantern glass only	15	10	
210	70.15.11	Sun glass lenses	—	5	
211	70.17.20 30	Glass ware and utensils for laboratories, pharmaceutical and hygienic use	10	10	
212	73.01.20 40	Casting pigs Temper pigs (Ministry of Industry)	1	—	
213	73.03.11 12 20	Iron and steel scraps (Ministry of Industry)	1500	—	
214	73.07.10 20	Blooms Billets (Ministry of Industry)	5000	—	
215	73.10.11 51 52 59	Wire rods (Cold drawn or calibrated rods)	For nut and bolt manufacturers. 10	—	

(Continued on next page)

TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
216	73.11	Cold rolled or calibrated bars, sections, angles and shapes of iron and steel (drapery rails, cornices, steel poles plates and perforated sections excluded) (Ministry of Industry)	200	—	
217	73.12.16 26	Lead plated iron and steel strips of 56.5 to 66 mm. width and 0.14 mm. thickness (for electrical conduit manufacturers)	40	—	
218	73.11 12 14	Iron and steel shapes, strips and wires (for the manufacture of textile combs) (Ministry of Industry)	20	—	
219	73.12.15 16 25 26 73.14.11 12 21 22	Nickel plated strips of iron and steel (150 mm. or less in width) Wires of 4.20 mm. or less in diameter	5	—	For manufacture of office file folders.
220	73.14.11	Steel wire only (for manufacturing wire, brushes)	5	—	
221	73.18 73.19.10	Small and large bore iron and steel tubes and pipes. (Pressure service steel pipes of 51-159 mm. I.D., 32 Atm. service pressure excluded)	100	—	
222	73.12.16 26 73.19 73.18	Steel strips, tapes, and roll; coated in lead, tin, aluminium, cadmium, nickel copper alloy metals; 60 mm. to 486 mm. (incl.) in width and 0.5 to 10 mm. (incl.) in thickness Drawn pipes only	30	—	For steel sheel copper alloy bearing manufacture.
223	73.20	Pipe fittings of cast iron, iron or steel (Cast iron and iron fittings of up to and including 2 in. and sleeves, elbows, nipples, Tees of up to and including 2½ in. diameter excluded)	—	1	
224	73.23.00	Non-corrosive steel milk cans only	—	10	
225	73.24	Pressure vessels of iron and steel (LPG tubes and tanks excluded)	30	—	
226	73.25.00	Steel wire ropes only; small and large dia., braided ropes, capstan ropes, etc.	55	20	
227	73.29	Chains made of 17-76 mm. round wires (Ministry of Industry)	25	—	
228	73.31.22 23 29	Clout nails, upholsterer's nails and grooved nails, concrete, steel, iron, brick and marble nails for use with special pistols	—	20	
229	73.31.10	Horseshoe clout nails	—	150	
230	73.34.20 90	Safety pins, hairclips, curlers, rollers, and similar (pins, hair clips, hair pins, excluded)	—	5	
231	74.10	Extra-supple braided cables of electrolytic, tempered copper wires of 0·05-07 mm. dia., (for manufacturers of electrical brushes)	5	—	
232	73.37.91 92 84.01.91 99	Central heater and steam boiler parts only (segments excluded).	10	5	
233	74.03.19 74.07.90	Round solid phosphor-bronze bars of 25 to 150 mm. diameter only; and tubular types of 150 to 250 mm. only	—	5	
234	74.05.00	Copper and brass foils and strips (Ministry of Industry)	100	—	
235	74.07	Double wall copper tubes, copper tubes of 10 mm. dia., and smaller capillary tubes	—	5	
236	74.03 19	Specially alloyed copper electrodes only (for manufacturers operating welding machines using disc electrodes)	30	—	
237	74.11.00	Woven mesh wire (screen wire for industrial use only)	15	—	
238	75.02 69.03 70.03 71.09 73.18 74.03 81.04	Nickel alloy wires, only Thermal shock resistant special ceramic (pipes and tubes) Special glass tubes Platinum wire. Fire-resistant steel pipes Copper alloy wires Chrome alloy wires and pipes	10	—	For manufacturers of thermocouples.
239	76.02.30	Aluminium section (facade sections, doors and windows, frames excluded) (Ministry of Industry)	1	—	
240	76.02.30	Aluminium wire rods.	1	—	
241	76.05.20 76.13.00 76.16.10	Aluminium flakes only. Wire gauze, woven mesh coop wire of aluminium. Aluminium nails, screws, bolts, nuts and the like, only (washers excluded)	15	10	
242	76.03 76.07.00	Aluminium sheets, plates, foils and strips Aluminium pipe fittings	40	10	
243	78.01.10	Virgin lead of 99·97% purity only (for metal bearing, galvanized sheet steel, solder wire and red lead and radiator industries and manufacturers of storage batteries to Turkish Standards only)	730	—	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
244	79.01.11	Unwrought zinc ingots; 98% and purer (for galvanized steel sheet manufacturers) (Ministry of Industry)	300	—	
245	79.01.11	Unwrought electrolytic zinc ingots (for hot-dip, brass articles and electroplating industries) (Ministry of Industry)	800	—	
246	79.01.21	Alumino-Zinc alloys containing min. 94% Zinc, only (for factories with pressure casting facilities only)	100	—	
247	79.02.10 20 30 79.03.10 20 30 40 50 79.06.00	Solid bars of zinc. Profiles of zinc. Zinc wires. Zinc plates. Zinc foils. Zinc strips. Zinc powder. Zinc flakes. Zinc nails, screws, washers, bolts, nuts and similar articles, only	75	25	
248	81.01.10 81.02.10 38.01.10 28.56 71.04	Tungsten powder only Molybdenum powder only Synthetic graphite bars Metallic carbides only Industrial diamond powder only	10	—	For drilling bit manufacturers.
249	82.02.30 40 50	Circular saw blades only Toothless saw blades for stone slicing Toothless disc saws for metal cutting.	10	10	
250	82.03 82.04	Hand tools (files and rasps excluded). Other hand tools (all kinds of vices, anvils, trowels, sledge hammers, hammers, carpenters' and joiners' wooden-body planes, block planes, bench planes, bullnose planes, and similar wood-shaving tools, jig saw blades, jig saw sets and lash curlers excluded)	—	25	
251	82.03 82.05	Linter saw-blade sharpening files (for plants with linter plants)	15	—	
252	82.05.20 30 90	Milling cutters, only. For rifling and grooving work, only. Others (lathe tools cutters and centres of speed steel excluded).	25	100	
253	82.10.00	Cutting edges for blades under 82·09	15	—	
254	82.11.31 82.12 82.13.10 32 20	Safety razors only Scissors and scissor blades Manicure and pedicure tools and sets Animal hair clippers Cutters for animal hair clippers	—	25	
255	82.13.20	Cutters for hair clippers, only (for manufacturers of hair clippers only)	5	—	
256	83.01	Locks; only of types not manufactured locally due to material or mechanical peculiarities (Ministry of Industry)	—	1	
257	83.01.13	Combination locks for safes	—	1	
258	83.09.10 90	Products of base metals	5	5	
259	83.13 84.61	Special valves for aerosol bombs	10	—	
260	83.13 39.07 39.12.00	Barrel plugs, flanges, name-tag rings only Plastic plugs and gaskets Dope, synthetic latex base	30	—	For manufacturers of 180 lt. size and larger drums.
261	84.06.52 53 54	Diesel and semi-diesel engines of higher than 15 h.p. rating (outboard marine motors excluded)	—	250	
262	84.06	Gasoline and other internal combustion engines of 15 h.p. rating and smaller (outboard motors excluded)	—	500	
263	84.06	Gasoline and other internal combustion engines above 15 h.p. rating (outboard motors excluded)	—	40	
264	84.06	Cylinder block, crankcase, valve cover; only (one or two-cylinder blocks up to 15 h.p. excluded)	—	50	
265	84.07 84.08	Hydraulic wheels, turbines and other hydraulic engines Other engines and power generators	—	1	
266	84.10.11 50	Dispensing pumps with price indicators and bulk measuring systems Liquid elevators	—	1	
267	84.10.20 30	Motor pumps and turbo-pumps (centrifugal water pumps of single and multi-stages of up to and including 250 cu.m. capacity driven by Diesel engines or other prime movers of up to and including 15 h.p., any and all deep-well pumps irrespective of prime movers; and inline pumps without base or pedestal excluded) (submersible pumps included).			
	84.10.19 40	Liquid pumps (deep-well pumps and centrifugal water pumps of single and multiple stages and of all kinds up to and including 250 cu.m. excluded) (submersible pumps included).			
	84.11	Air and vacuum pumps, motor-pumps turbo-pumps, air and other gas compressors, motor-compressors and turbo-compressors, free piston generators,			

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
		fans and the like (manual operated air pumps for tyres; fans of up to 50 cm. diameter, hermetically sealed compressors, excluded)	300	100	
268	84.11.21	Gas compressors of over 10 h.p. rating only (for the fabrication of industrial type refrigeration installations)	50	—	
269	74.07 74.08 76.03	Copper tubes of up to 10 mm. dia. and fittings therefor, only Aluminium tapes in rolls, only	For manufacturers of central air-conditioning equipment.		
	84.61	Solenoid and gas-control valves only (Valves and expansion valves used on LPG bottles, LPG-burning furnaces, LPG bottles, city gas burners and cocks excluded)	30	—	
	84.15.99	Dryers only			
	84.11.21	Compressors above 5 h.p. rating			
270	74.07 74.08 76.03	Copper tubes of up to 10 mm. dia., and fittings therefor, only Aluminium tape in rolls, only	For manufacturers of window type unit air conditioners		
	84.61	Solenoid and gas-control valves (LPG gas bottles, LPG stoves, valves and expansion valves used in LPG bottles, city gas stoves and cocks excluded)			
	84.15.99	Dryers, only			
	84.11.21	2-4 h.p. compressors, only	10	—	
271	84.12	Air conditioners for vehicular use only	—	1	
272	84.14.91	Heating coils for bakery ovens only	15	—	
273	84.15 84.11 84.17	Hermetic compressors, and condensers for refrigerators; or refrigeration assemblies comprising above parts only (1/12 to 1/5 (inclusive) (h.p. hermetically sealed compressors, cords and plugs excluded)	—	25	
274	84.15	Hermetic compressors, condensers for refrigerators; or refrigeration assemblies comprising above parts only (1/12 to 1/5 (inclusive) h.p. hermetically sealed compressors, cords and plugs excluded)	For commercial type refrigerator manufacturers.		
	84.11.21	Gas compressors only	100	—	
	84.17	Condensers of commercial type refrigerators, only			
275	84.17	Autoclaves, etuves, sterilizers, hot air chambers for medical use, only; laboratory machines	—	40	
	84.18	Motor-driven centrifuges for medical applications, only			
276	84.17.12	Block sterilizers only	—	50	
277	84.17.29	Fumigation plant equipment and machinery (Ministry of Agriculture)	—	1	
278	84.18.10	Cream separators (those with capacities higher than 100 litres per hour) (Ministry of Agriculture)	—	10	
279	84.18.91	Cream balls only (for cream separators)	10	—	
280	84.20.11 21	Automatic dial scales only. Dial bascules only	—	30	
281	84.20.91	Innerworks and mechanisms only, for automatic dial scales and weighing machines (body, body base sheeting platforms and bowls, platform carriers, jointed linkage, spider carrier, dial plate, weight remover levers, front and rear housing sheeting, springs, pins, clips, screws, legs, and bumper rubbers, excluded) (for manufacturers of automatic dial type weighing machines and balances only)	20	—	
282	84.21.11 12 13 91	Sprayers and dusters used in agricultural pesticide and germicide applications (of the liquid and powder chemical sprayers or pulverizers; motorless or motor powered hand or back and shoulder or chest carried pulverizers and dusters, and stretcher type, motorless trolley pulverizers; motor-powered stretcher type pulverizers and dusters and dusters driven through the tractor tail shaft; trolley type, power operated pulverizers and sprayer groups of smaller than 400 lt. capacity excluded) (Ministry of Agriculture)	—	100	
283	84.21	Sprinklers only, for sprinkling system (Ministry of Rural Affairs)	—	1	
284	84.21.24	Special type of fire extinguishers used for transportation vehicles, only	—	5	
285	84.21.25 91	Spray guns, only; parts therefor	—	10	
286	84.22.10	Elevators, only (Ministry of Industry)	—	1	
287	84.22.30 90	Hydraulic straightening rams floor jacks and hydraulic jacks used as tools on automotive vehicles (except mechanical and hydraulic tool jacks up to 50 ton capacity)	—	20	
288	84.25	Harvesting and threshing machines, for agricultural crops (Ministry of Agriculture)	—	1500	
289	84.34	Litho plates, only; plate engraving zinc plates and steel printing plates	20	—	
290	84.37.21 84.37.21	Hand knitting machines only Hand tricot machines only (Ministry of Industry)	10	—	
291	84.40.91 92 99	Miscellaneous accessories and parts (inner and outer vessels tanks and design rollers)	100	10	
292	84.41.12	Industrial type sewing machines, only (importable only by contract agents of manufacturers)	—	50	
293	84.41.98	Other miscellaneous accessories and parts for industrial sewing machines (machine body table, wheel, treadle, hinges, thread spindle, pedestal and cabinet parts excluded)	—	10	
294	84.41.91 to 97	Main shaft, ball, housing, cock shaft cam, needle shaft, compressing leg shaft, compressing leg needle holder, fork regulator guides and arm (cover excluded) connecting arm, spoon, spoon activator, cam, fork, pinion spindle, complete shuttle gear, shuttle housing (except body) relay, crocheting attachment, crocheting parts (except arm) needle holder bushing gear needle shaft connecting arm and socket, fork connector for household type sewing machines only	—	5	
295	84.45	Machine tools for working of metal and metallic carbides (standard shop lathes 1 to 2.5 m. centres and 18.24 cm. centre heights excluded)	—	1	
	84.46.10	Machine tools for working optical glasses			
296	84.49	Pneumatic or motor-powered hand tools and machines (electric motor powered ones excluded)			
	85.05	Electro-mechanic and mechanical tools for manual operation (except pedestal type electric bench drills)	—	25	
297	84.51.10	Typewriters (those with standard Turkish keyboard only)	—	200	
298	84.52.10 84.53	Calculators Statistics and similar machines (computors) working with punched or perforated cards	—	250	
299	84.52.20 40 90	Accounting machines, post-meters (postage mark stamping machines) and ticket printer-dispensers only	—	50	
300	84.54.11 12 84.35.19	Duplicating machines. Addressing machines Offset type duplicating machines	—	20	
301	84.54.21	Coin and bank-note sorting, counting and packing machines	—	1	
302	84.54.22	Manual crank pencil sharpeners, only	—	10	
303	84.61	Valves for pressure gas tubes and acid pressure reducer valves and thermostatic valves; components and appurtenances for such; steam valves of above 10 atm. pressure service class; valves used as spares for machines; engines, etc. only (LPG tubes, LPG stoves city-gas stoves, expansion valves and cocks for the latter excluded)	150	5	
304	84.63	Steel shell bearings only (those with copper alloy metal lining excluded)	—	50	
305	85.01.30 40	Generating sets (up to and including 15 HP) (those coupled with diesel engines excluded)	—	50	
306	85.01.51 52 53	Electric motors up to 10 HP rating slipring and collector types only	150	—	
307	85.01.60	Electric motors of up to and including 15 HP slipring and collector types only	75	10	
308	85.01.60	Electric motors, power rating higher than 15 HP (15 HP excluded)	—	15	
309	85.01.81	Only coils without iron core, weighing not more than 300 gr.	—	15	
310	85.01.91	Accessories and parts (body and chassis, reactance and inductance coils, windings and brushes excluded) (for the manufacture of rectifiers)	25	—	
311	85.03.10	Mercury dry cells for hearing aids and talking aids only	—	5	
312	85.04	Storage batteries (electric) (Ministry of Industry)	1	1	
313	85.04.20	Alkaline storage batteries only (lead plate batteries excluded)	—	5	
314	85.04.91	Stationary type battery plates, of thicknesses 5 mm. and over			
	99	Other parts and accessories for alkali type storage batteries only (those for lead plate batteries and those liberated for import excluded)	—	5	

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TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000 dollars)		
315	85.06.91	Spare parts for electro-mechanic household appliances (bodies, covers, skids, pedestals and motors, fan and vacuum cleaner parts excluded)	—	5	
316	85.09	Electric lighting, illuminating and signalling devices for bicycles and the like and automotive vehicles; windshield wipers, defrosters	—	5	
317	85.11.13 14	Electrical soldering and cutting tools and electrical machines and equipment fitted with power generators for welding, soldering and cutting operations (welding transformers excluded) (Seam welding transformer machines included)	20	10	
318	85.13	Teleprinters, telephone switchboards of more than 140 extensions	—	1	
319	85.13.91 99	Metallic contact parts of types not in sets, used for telephone switchboards, only; silver, tungsten or palladium contact points for same; cross-bar selectors minus insulated wiring and cables; switches, selectors and dials	—	100	
320	85.14.11 19 20	Microphones, telephone sets, Other microphones, only Loudspeakers	—	10	
321	85.19.19 91 85.15.91	Telescopic antennae, band selectors; vibrators for automobile radios and ferrite bars only	—	15	
322	85.17	Fire and safety alarm devices only	—	5	
323	85.18.11	Electrical condensers, dry fixed			
	12	Electrical condensers, oil impregnated fixed			
	13	Electrical condensers, oil immersed, fixed			
	14	Electrical condensers, electrolytic, fixed			
	21	Electrical condensers, variable			
	22	Electrical condensers, adjustable			
	91	Parts and accessories	400	100	
324	85.19.14	Weak current relays for switchboards only	—	3	
325	85.19	Fuses for higher than 6300-V service tension and cartridges for same; remote controlled switches, thermal and magnetic switches, thermal-magnetic switches, lightning arrestors and Star/Delta switches above 35-A ratings, only	—	50	
326	85.19.19	Automatic switches only	For control and distribution panel manufacturers.		
	85.26	Insulating fittings for electrical machines, used for electrical connections and containing no metallic parts			
	90.26.10	Kilowatt hour meters; 3-phase only	75	—	
327	85.19.91	Parts of push buttons and bronze socket hoods only (external protective bodies and covers excluded) (for the manufacturers of pushbuttons)	10	—	
328	85.19.11 91	Fluorescent starter tubes, only (for starter manufacturers)	10	—	
329	85.20	Electric light-bulbs (Ministry of Industry)	—	1	
330	85.20	Light-bulbs over 1600 W. fluorescent illumination tubes, only (Straight cylindrical of 20-45 mm. dia. and 35 to 175 cm. length excluded); electric arc lamps	—	10	
331	85.20	Medical, surgical, dental and veterinary bulbs and tubes light-bulbs for Thermofax and photocopy machines, pilot lamp bulbs for distribution and control panel (mercury vapour tubes and bulbs of up to and including 1000-W excluded)	20	10	
332	85.20.29	Glow tubes for hot line testers (for line tester manufacturers)	1	—	
333	85.22.90	Clockwork washing and cleaning units	—	5	
334	85.22.90	Electrical detonators for blasting explosives only	—	5	
335	85.23	Underground and underwater cables only, up to 15 KV, lead sheathed, paper tape insulated (Type NKBA) (Ministry of Industry)	5	—	
336	85.23	Metallic, plastic, rubber etc. sheathed underground and underwater cables, (low tension up to 15 KV. underground cables, thermoplastic insulated and paper insulated lead sheathed types (Type NKBA) and underground telephone cables with 40 or less conductors excluded)	20	50	
337	85.23	Round section, enamelled wires of less than 0.10 mm. or larger than 3 mm. (3 mm. included) and reactangular section enamelled wires of over and including 10 sq. mm.	15	5	
338	85.25.11	High-tension insulators of types internationally classified as chain insulators, only	—	5	
339	85.25 26	Porcelain insulators for spark plug manufacture only	30	—	
340	85.26	Insulating fittings for electrical machines, used for electrical connections and containing no metallic parts (fittings and parts for the machinery excluded from imports under 85.19.19 excluded)	25	10	
341	87.01	Tractors (qualitative requirements and specifications to be jointly determined by the Ministries of Agriculture and Industry)(Ministry of Agriculture)	—	750	
342	87.14.91	Single and tandem axles, 5th wheels, 5th wheel couplers, and automatic traction hooks for over 10-ton capacity industrial trailers and semi-trailers	For manufacturers of refrigerated vans, industrial trailers and semi-trailers.		
343	87.02.21 22 87.04.30, 90	Trucks, pick-up trucks and their motorized chassis (metallic and wooden beds excluded) (to be imported by legally authorized representatives of manufacturers) (panel trucks excluded) (To be used through the decision of the Council of Ministers)	50	—	
344	87.06	Doors, fenders and safety belts only	—	1	
345	87.06	Spring shackles and fittings therefor, parking brake drums, gas tanks, automotive and tractor wheel drums only	—	20	
346	87.12	Parts, components and accessories for vehicles under 87.09. (Frames and handlebars, saddles, luggage racks, fenders, handle grips, tools, and tool bags, rear forks, and the front forks of bicycles excluded)	—	100	
347	87.12	Parts, components and accessories of the equipment falling under heading 87.10 and 87.11 (frame handlebars, saddle, baggage rack, fenders, hand grips, tools, tool-pack, rear forks, wheel rims and bicycle front forks excluded)	—	10	
348	87.14.10 87.01.49	Refrigerated transport vans. Refrigerated transport van tractors (Ministry of Commerce)	—	10	
349	88.02.10 23	Agricultural sprayer airplanes, motorless fuselages and helicopters only (Ministry of Agriculture)	—	1	
350	90.01 90.02	All types of prisms, lenses, reflectors and other optical articles (hand mirrors, optical mirrors, concave mirrors and objective and oculars for microscopes excluded)	—	250	
351	90.03.91	Metallic spectacle frame parts only	—	10	
352	90.07.20	Photography apparatus	—	5	
353	90.07.10 91 90.09.20 92	Equipment for microfilming, and parts therefor only Microfilm reading and enlarging equipment and parts therefor only	—	5	
354	90.08.10 20 90.09.10 20	Cinema equipment up to but excluding 16 mm. and sound or silent projectors Still (slide) projectors, photographic enlargers and reducers	—	10	
355	90.08.10 20	Cinema equipment 16 mm. only, and silent r sound projectors	—	15	
356	90.08.10 20	Cinema equipment of 35 mm. or larger, and silent or sound projectors	—	20	
357	90.13.10 90	Projectors Other optical instruments and apparatus	—	25	
358	90.16.10	Designing and drafting instruments (metallic bubble levels, trisquares and rulers inclusive) (tailors' and shoe-makers' tape measures, drafting desks, bubble levels, rulers, trisquares, scale rulers, treble scales, Tees, protractors, curves, pantographs, and students' compasses of the type not sold in special boxes and not containing ink ruling pins excluded)	—	15	
359	90.18	Masks used in agricultural pesticide applications only	—	5	
360	90.19.20	False teeth of plastic base only	—	5	
361	90.26.10	Kilowatt-hour meters, 3-phase only	—	2	
362	90.28.90	Fish locating equipment and depth rangers (echo sounders) only (for aquatic producers only) (Ministry of Commerce)	—	20	
363	91.01	Pocket watches, wrist watches and the like	—	1	
364	91.07.00	Movements for pocket and wrist watches	—	50	
	91.08	Movements (complete) for other clocks	—	10	
365	91.02.10 91.04.10	Alarm clocks of all descriptions	—	10	
366	91.05.10 20	Time-printer clocks for workman's checking-in and check-out recorders	—	5	
367	91.06.00	Time-switches with clock or watch movement or with synchronous motors (Hallway, and staircase	—	5	

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
		automatic light switches excluded)	(1,000	dollars)	
	91.09.91	Spring-loaded pegs for wrist bands, watch-hooks for pocket watches only	—	10	
368	92.01.10	Pianos			
	90	Harpsichords and other string instruments with keyboard			
	92.02.10	Guitars, only			
	90	Other string musical instruments (mandoline excluded)			
	92.03.00	Pipe organs, harmoniums and other keyboard and reed instruments			
	92.04.10	Accordeons,			
	20	Concertinas			
	30	Mouth organs			
	92.05.10	Trumpets, trombones			
	20	Saxophones			
	90	Other wind musical instruments			
	92.06.90	Percussion musical instruments (tambourins, drums, excluded)			
	92.07.00	Electro-magnetic, electrostatic and electronic and similar musical instruments	—	10	
369	92.12.40	Classical music records only (Ministry of Education)	—	5	
370	92.12.20	Sound recording tapes in spools	—	5	
371	92.12.90	Spool type magnetic tapes for electronic computing and statistics machines used for recording information	—	10	
372	92.13	Sundry parts, components and accessories for instruments under 92.11 (body plate disc, box and frame excluded)	—	5	
373	94.02.10 / 20	Dentists' chairs and operating tables with reclining, rotating and elevating movements only	—	15	
374	96.02.21	Artists' brushes of all descriptions	—	3	
375	97.03.10	Miniature motors only, for toys	2	—	
376	98.01.20	Snap fasteners, only	—	5	
377	98.02.91	Zipper slides flips and stops only	25	—	
378	98.03.10 / 20	Mechanical pencils, only	—	3	
379	98.03.91	All types of spare parts and accessories for fountain pens only (body and cap excluded) (for fountain pen manufacture)	15	5	
380	98.03.91	Ball point parts and accessories only (body, cap and plastic refills excluded) (for ball point pen manufacture)	10	—	
381	98.05.10	Pencils			
	20	Pencil leads			
	40	Drawing chalks only (tailors' pattern stones excluded)	—	5	
382	98.05.30	Pastel crayons for art and education	—	5	
383	98.07.10	Manual numbering machines only	—	1	
384	98.08.10	Film strips for offset printing presses, only	—	5	
385	98.09.20	Others	—	1	
386	98.15.10	Steel vacuum flasks only	—	5	
ASSEMBLY INDUSTRIES QUOTAS (**)					
387	Miscellan.	Articles required in connection with production and assembly of tractors	4500	—	
388	"	Articles required in connection with truck pick-up and microbus, field car, and 5th wheel fitted truck-tractor assembly only (metallic and wooden boxes excluded) (for makes and types licensed for production in accordance with chapter III, Art. 1 of the Assembly Industries Regulations)	4500	—	
389	"	Motorized bus chassis, and articles required for bus body assembly, only	750	—	
390	"	Articles for automobile assembly (Ministry of Industry)	500	—	
391	"	Articles required for refrigerator production	500	—	
392	"	Materials for radio production	500	—	
393	"	Materials for electric shaver production	5	—	
394	"	Materials for record player production	10	—	
395	"	Materials for tape recorder production	5	—	
396	"	Materials for vacuum cleaner production	60	—	
397	"	Materials for automatic telephone switchboard production	100	—	
398	"	Materials for typewriter and calculator production only	20	—	
399	"	Materials for bus chassis manufacture only (for makes and types to be permitted by the Ministry of Industry, only)	300	—	
MANUFACTURING INDUSTRIES QUOTAS					
400	Miscellan.	Necessary import materials for type manufacturers	500	—	
401	"	Materials for electronic equipment manufacture	40	—	
402	"	Materials for elevator manufacture	300	—	
403	"	Materials for escalator manufacture	50	—	
404	"	Materials for liquid fuel burner manufacture	350		
405	"	Materials for LPG burner and radiant manufacture	20	—	
406	Miscellan.	Materials for dry-cell manufacture (natural manganese dioxide excluded) (electrolytic manganese dioxide included)	600	—	
407	"	Materials for LPG tubes, valves, expansion valves and cocks manufacture	75	—	
408	"	Materials for Power and distribution transformer manufacture	500	—	
409	"	Materials for home type sewing machine manufacture	200	—	
410	"	Materials for Industrial sewing machine manufacture	100	—	
411	"	Materials for washing machine manufacture	200	—	
412	"	Necessary import materials for vegetable oil manufacturers equipped with hydrogenation facilities	150	—	
413	"	Materials for machine lathe manufacture (Ministry of Industry)	150	—	
414	"	Materials for television set manufacture (Ministry of Commerce)	200	—	
415	"	Materials for air compressor manufacture (Ministry of Industry)	100	—	
416	"	Materials for textile looms manufacture (Ministry of Industry)	300	—	
417	"	Materials for bus body manufacture only (Ministry of Industry)	25	—	
418	"	Materials for printing ink manufacture	200	—	
419	"	H.T. Switchgear and facilities manufacture	400	—	
420	"	Materials for power-meter manufacture (Ministry of Industry)	120	—	
421	"	Materials for motor powered agricultural pulverizer manufacturing (Ministry of Industry)	200	—	
422	"	Materials for manufacture of machinery for olive oil products (Ministry of Industry)	25	—	
423	"	Materials for manufacture of industrial furnaces (ovens) (Ministry of Industry)	30	—	
424	"	Materials for electric motor manufacturing	350	—	
425	"	Materials required for manufacturing of thermo-plastic insulated conductors	500	—	
426	"	Materials for loudspeaker manufacturing	40	—	
427		Materials required for manufacturing motor-cycles and three-wheel transport vehicles	200	—	
428	"	Materials required for manufacturing bicycles	150	—	
429	"	Materials required for manufacturing paints	1000	—	
430	"	Materials required for manufacturing cooling units of refrigerators (Ministry of Industry)	300	—	
431	"	Materials required for manufacture of water tube and flame tube, high pressure steam boilers and LPG tanks larger than 8 m3 (Ministry of Industry)	200	—	
432	"	Materials required by manufacturers of electric light bulbs (Ministry of Industry)	175	—	
433	"	Commodities required for manufacturing leathers	250	—	
434	"	Commodities required for manufacturing brake and clutch linings	125	—	
435	"	Commodities required for manufacture of harvester-threshers (Ministry of Industry)	420	—	
436	"	Imported ingredients for preparation of soft drink concentrates (Ministry of Industry)	50	—	
437	"	Import materials for oil, fuel and air filters and cartridges (Ministry of Industry)	50	—	
438	"	Materials for electronic parts and components manufacture	10	—	
439	"	Materials for wood-body pencil manufacture	25	—	
OTHER QUOTAS FALLING WITHIN MISCELLANEOUS TARIFF HEADINGS					
440	Miscellan.	Emergency requirement commodities for medicine factories and laboratories (Ministry of Health)	200	—	
441	"	Emergency requirements of private enterprise industries (Union of Chambers)	500	—	
442	"	Emergency requirements of State enterprises (Ministry of Industry)	1450	—	
443	"	For State enterprise investments (machinery and equipment) (**) (Subject to Ministry of Industry certification in respect of compliance with program projects) (Ministry of Finance)	18000	—	
444	"	Private enterprise investments (plant and equipment (**) 12 million dollar portion for use projects above $200,000—cost			

(*Continued on next page*)

TURKEY, *continued*

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota	Remarks
			(1,000	dollars)	
	Miscellan.	value subject to consultation with Art. 39 of Decree No. 6/10999 regarding application and implementation of 1969 programme; and with recommendations and restrictions to be specified in the approval of the State Planning Board (Union of Chambers) . . .	20000	—	
445	"	Stabilizing and reserve funds (**) (Ministry of Commerce) . .	—	2000	
446	"	Against the State Supply Office requirements and those of other Ministries and Governmental Departments (Ministry of Finance)	—	2100	
447	"	Materials included under current import lists—for requirements of artisans and small trades (*) (Ministry of Industry) . .	750	—	
448	"	Quota for Encouragement and Developments of Exports, (The entire sum of this Quota shall be employed in accordance with the principles of the "Decree on Principles for Encouragement and Development of Exports" promulgated under Proclamation 6/10649 dated 13.9.1968) (Quota sum may be increased by The State Planning Board and Central Bank to match the progress of exports .	—	2000	
449	"	For requirements of producers of aquatic products (Ministry of Commerce)	—	150	
450	"	For procurement of ships (**) (Subject to increases as necessary) (Ministry of Communications)	—	2000	
451	"	For materials required for shipbuilding and repairing (**) (Ministry of Communications (***))	3000	—	
452	"	For sports goods requirements (General Directorate of Physical Training)	—	50	
453	"	Surplus goods importation (*) (Ministry of Commerce)	—	1	
454	"	Materials for emergency requirements of the Agricultural sector (Ministry of Agriculture) .	—	300	
455	"	Materials for emergency requirements of the communications sector (TCDD-State Railways emergency requirements included)(Ministry of Communications)	500	—	
456	"	For commissioning period requirements of PETKIM (Petro-Chemical Industries, Inc.) .	300	—	
457	"	For goods required for touristic purposes and for touristic facilities (Ministry of Tourism and Information) . . .	150	—	
458	"	For emergency requirements of the State Sector, for petroleum exploration, drilling and refinery and distribution operations, power and mining and petro-chemical industry operations and enterprises (Ministry of Power and Natural Resources)	500	—	
459	"	For emergency requirements of Banks (Ministry of Finance) .	—	100	
460	"	For emergency requirements of Private Sector Mining concerns (to be distributed in accordance with procedures and principles to be determined by Ministries of Commerce, Finance, Industry, and of Power and Natural Resources) (Ministry of Power and Natural Resources) . . .	250	—	
461	"	For plant and machinery requirements of Contractors, in connection with Official Sector Contractual works (Ministry of Public Works) . . .	2750	—	
462	"	For importation of special apparatus implements and conveyances for invalids (Red Crescent) .	—	20	
463	"	Medicines and chemicals not included under existing Import Lists (Ministry of Health) .	—	45	
464	"	For the Izmir International Fair (*) (Ministry of Commerce) . .	—	8000	
465	"	For investment requirements by Turkish workers abroad (Ministry of Finance) . . .	250	—	
466	"	For engine manufacture and associated investments (Ministry of Industry)	1000	—	
467	"	For materials for use in producing construction equipment (except those with wheels and crawler sets) (Ministry of Industry) .	150	—	

(*) Amount indicated against this quota is annual for Year and unused balances from XXIst Quota term shall be used in XXIInd Quota term. Reference to ministries and other authorities mean that these quotas are subject to the disposal of the said authority.

(**) Amount indicated against this quota is for the six-month period and the unused balances from XXIst Quota shall be added and used.

(***) To be subject to increase, commensurate with requirements; under implementation of Decree No. 6/10126 dated June 1, 1968.

Notes:

(1) If no statistical numbers are indicated against the Tariff headings included in this list all the statistical numbers indicated in the 'Customs entry Tariff Schedule' for the said heading shall be deemed to be included.

(2) Unless specifically annoted with restricted provisions such as 'only' or 'excluded' all commodity descriptions in the foregoing List shall be inclusive of any and all article enumerated under respective Item numbers in the 'Customs Entry Tariff Schedules'.

(3) With regard to importations to be made under Quotas marked 'miscellaneous' the goods need not be included in the import lists. However goods included in the Liberation Lists may not be imported against these quotas. Provisions and stipulations regarding changes in commodities are reserved.

The authorities effecting distributions of these quotas shall seek Ministry of Industry certificates from the said Ministry (Provisions and stipulations under Article 33 of Communique 'Importation Series - III, No. 5 on Protection of the Value of Turkish Currency', and those of Paragraph 2, Article 30 of the Import Regulations, are hereby reserved).

Robert Hough

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ALAGASY REPUBLIC

Tariff modifications

HE FINANCE LAW for 1969 was published in the *Journal Officiel* f the Malagasy Republic dated December 19, 1968.

The replacement with effect from January 1, 1969, of the old x on transactions by the new single tax on transactions was eferred to in 'World Economic Comments' of *Export Service ulletin* No. EC1/69 of January 16, 1969. There is no further com- ent on this.

In addition the following modifications are made to the Import ariff rates:

Tariff No.	Description	Old rate	New rate
Miscellaneous (quoted as 00-02-00)	Postal parcels sent by one private person to another	25%	35%
Ex 22-07	Cider and perry	22½	50%
Ex 34-01	Soaps, toilet or scented	8%	13%

Some changes are also made in the rates of consumption tax ayable, some items hitherto exempt, notably fuel oils, now being able to a small charge per litre.

Inquiries about this notice should be made to Export Services ranch, Board of Trade, Room E59, Hillgate House, 35 Old ailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

HANA

State Furniture and Joinery Corporation

HE FOLLOWING NOTICE appeared in the Ghana Commercial and ndustrial Bulletin of January 24:

'Notice to Customers

It is hereby announced for the information of the general public that the State Furniture and Joinery Corporation was formally placed under liquidation by administrative directions issued by the commissioner responsible for Industries on December 31, 1968. The affairs of the Corporation, with effect from January 1, 1969, will be handled by the managing director, State Enterprises Audit Corporation, P.O. Box M.198, Accra to whom all correspondence should be directed.

Debtors of the corporation are specially informed that settlement of their accounts is to be made at the offices of the State Enterprises Audit Corporation through PO Box M.198, Accra or at the 5th Floor of the TUC buildings, Accra or at any of the offices of the corporation at Accra or Kumasi against official receipts duly stamped. They are also requested to write to the liquidator to confirm or dispute by the latest February 15, 1969, their indebtedness as published in the Tsegah Report and widely published in the local dailies.

Creditors are also asked to lodge their claims on the liquidator by February 15, 1969 and to note that all claims not reaching the liquidator by that date shall not be entertained. Claims, however, will be subject to proof and should be adequately supported.

Any inquiries relating to this notice should be addressed to the ommercial Relations and Exports Department, Board of Trade, 1 ictoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064).

GANDA

mport licensing regulations

ELEGRAPHIC INFORMATION has been received that with effect from anuary 30 the importation into Uganda of all cotton textiles from utside East Africa and of textiles made from other materials with landed value of less than 2s. 6d. per square yard is prohibited.

In addition, with effect from January 31, importation of the llowing goods, without a valid import licence is prohibited:

(a) Coated or impregnated fabrics.
(b) Porcelain and china houseware.
(c) Household ware of other certain materials including hard earthenware.
(d) Doors, door and window frames including shop fronts, casements and louvre frames of metal.
(e) Sinks, wash basins, bidets, urinals, lavatory pans and cisterns and other sanitary and plumbing fixtures and fittings of ceramic materials excluding baths.
(f) Brooms and brushes excluding paint brushes, tooth brushes, hair brushes, eyelash, nail and lip brushes and similar brushes for personal use.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 473).

RHODESIA

Suspension of duty

THE CUSTOMS and Excise (Suspension) (Amendment) Regulations, 1969 (No. 14) published as Rhodesia Notice No. 57 on January 24 amends the Customs and Excise (Suspension) Regulations to the following extent.

Item	Duty
First Schedule:	
By the insertion of:	
Ex 215 Anhydrous ammonia	Free

Note:

Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed above are published for information only.

NEPAL

Metric system

THE NEPAL Standard Weights and Measures Act, 1968, sets out the regulations governing Nepal's adoption of the metric system. The Act came into force on October 25, 1968 and covers units of length, mass, weight, time, electricity, temperature, light, area, volume and capacity.

Any inquiries concerning this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278).

MALAYSIA

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has declared the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Products
1. Manufacture of hardware, tools and cutlery	Dies and other metal working tools, bits, drills and other cutting tools for machines.
2. Manufacture of industrial machinery and parts	Dredges, bandsaws, machine tools and mechanical precision measuring equipment.
3. Manufacture of measuring, controlling, laboratory and scientific instruments	Gauges.

The proposal to designate these products was published in the *Board of Trade Journal* of October 4, 1968, page 952.

SINGAPORE

Import policy

SINGAPORE IMPORT AND EXPORT NOTICE No. 1 of 1969, dated January 3, 1969 states that the following item is no longer subject to import licensing:

'Human hair'.

All importers of human hair who are registered with the Certificate of Origin Unit, Trade Division, for the supply of human hair to Singapore hair wig manufacturers for export of hair products under Comprehensive Certificates of Origin must, as at present, submit their inward declarations to the Certificate of Origin Unit before sending them to the Controller and Registrar of Imports and Exports,

NEW ZEALAND

Notice of proposed exemptions from import licensing

Note: *This notice is an amended version of the notice on the subject of exemptions from import licensing which appeared in the* Board of Trade Journal *on January* 24.

THE NEW ZEALAND Minister of Customs proposes to exempt in due course the goods listed below from import licensing. No date has been set for exempting these goods and they will remain under licence until they are gazetted as being exempt.

The New Zealand manufacturers of similar goods who consider that they may be affected by the exemption of any of these items are allowed until March 12 to make representations to the New Zealand Controller of Customs. Where objections to the proposed exemptions are received, the question will be referred to the New Zealand Emergency Protection Authority for inquiry and report.

Such objections and references wil be published in the *Board of Trade Journal* so that United Kingdom producers can consider whether to avail themselves of their rights of audience before the EPA under the United Kingdom/New Zealand Trade Agreement 1959. The date on which any of the goods listed is exempted from import licensing will also be announced in the *Board of Trade Journal*.

This notice is for information only. Its purpose is to enable United Kingdom traders to note any items in which they are interested in exporting to New Zealand with a view to taking appropriate action in response to subsequent notices as mentioned in the preceding paragraph.

Any query regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321),

SPECIFIC TARIFF ITEMS

Tariff Item	Description
03.01.01	Live fish.
04.01.00	Milk and cream, fresh, not concentrated or sweetened.
Ex 07.05.19	Haricot beans, dried.
15.10.30	Fatty alcohols.
20.06.13	Pineapples, prepared or preserved, whether or not containing added sugar or spirit.
25.08.00	Chalk.
26.02.00	Slag, dross, scalings, and similar waste from the manufacture of iron or steel.
26.04.00	Other slag and ash, including kelp.
27.07.09	Other oils and products of the distillation of coal tar of Tariff heading 27.07.
Ex 27.15.01	Bitumen and asphalt, natural, on declaration for use in paint manufacture.
29.03.00	Sulphonated, nitrated or nitrosated derivatives of hydrocarbons.
37.02.01 37.02.09	Film in rolls, sensitized, unexposed, perforated or not.
38.08.01	Rosin.
Ex 39.01.31 Ex 39.01.39 Ex 39.02.31 Ex 39.02.39 Ex 51.02.19 Ex 51.02.29	Monofil of man-made fibre materials, not put up for retail sale, on declaration for use as fishing lines.
Ex 39.03.83	Sheets, printed (contact screens), for photo-process engraving cameras.
39.07.51	Pneumatic mattresses, pillows, and cushions, of plastic materials, specially suited for hospital use.
39.07.56	Urinals of plastic materials.
Ex 39.07.99	Ornaments of artificial plastic materials, on declaration for use in the manufacture of footwear.
40.12.02	Water beds, water cushions, and pneumatic mattresses, pillows, and cushions of unhardened vulcanized rubber, specially suited for hospital use; ice bags and ice caps.
40.12.06	Urinals of unhardened vulcanized rubber, designed for wear.
43.04.01	Artificial fur.
48.01.53	Carpet-felt paper and paper felt, machine-made, in rolls or sheets.
Ex 48.03.01 Ex 48.03.02	Vegetable parchment paper, on declaration for use in the wrapping of dairy products.
Ex 48.07.73	Photographic dry mounting tissue.
Ex 48.07.79 Ex 48.12.00 Ex 59.10.01 Ex 59.10.09	Floor coverings (other than those of man-made plastic materials of Tariff chapter 39), prepared on a base of paper, paper-boards, or textile, or consisting of a coating applied on a textile base.
48.15.02	Oiled paper and drawing paper, in blocks, for artists.
Ex 51.04.41 51.04.64 55.09.43 56.07.38 56.07.52 70.20.31	Tyrecord fabric, woven, of cotton or man-made fibres.
Ex 56.07.26 Ex 56.07.27 Ex 56.07.55 Ex 56.07.56	Lining fabrics of man-made discontinuous fibres, when declared by a manufacturer only as a lining in the manufacture of ties.
Ex 59.03.09 62.05.04	Pneumatic mattresses, pillows and cushions or textile, rubberized textile, and bonded fibre or bonded yarn fabrics, specially suited for hospital use.

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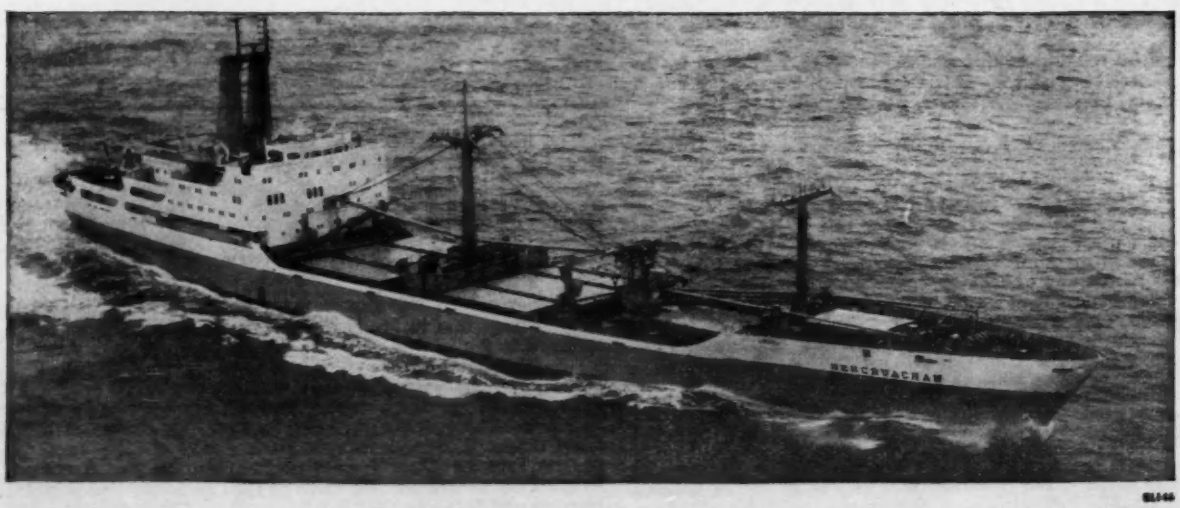

Tariff item	Description
Ex 59.17.09	Textile fabrics and textile articles of a kind commonly used in machinery or plant, admissable under Part II of the Customs Tariff.
60.03.02 60.03.03 60.03.04	Women's and girls' full length stockings, wholly or principally of silk, of wool, or of cotton, knitted or crocheted, not elastic nor rubberized.
60.06.05	Elastic kneecaps and elastic stockings; ankle supports.
67.05.00	Fans and hand screens, non-mechanical, of any material; frames and handles therefor and parts of such frames and handles, of any material.
68.13.02	Fabrics of asbestos.
70.08.00	Safety glass consisting of laminated glass, shaped or not.
70.14.01 Ex 83.07.01	Miners safety lamps and parts thereof, of base metal; glasses therefor.
Ex 71.15.04 95.05.03	Cameos, unmounted.
73.05.10	Iron or steel powders.
73.14.04	Mattress wire.
Ex 73.14.06 Ex 73.14.09 Ex 74.03.13 Ex 74.03.19	Wire, on declaration for use in the manufacture of footwear.
73.27.03 73.27.04	Wire fabric, electrically welded.
Ex 73.38.14	Sanitary pails, bedpans, and chamber-pots, of iron and steel, enamelled.
73.40.45	Mouse and rat traps; other animal and vermin traps of iron or steel.
Ex 73.40.99	Toe caps, for footwear, of iron or steel.
76.11.00	Compressed gas cylinders and similar pressure containers, of aluminium.
84.41.03	Sewing machines, industrial.
85.02.01 to 85.02.09	Electro-magnets; permanent magnets and articles of special materials for permanent magnets, being blanks of such magnets; electro-magnetic and permanent magnet chucks, clamps, vices, and similar work holders; electro-magnetic clutches and couplings; electro-magnetic brakes; electro-magnetic lifting heads; parts thereof.
Ex 85.04.01	Electric accumulators, as may be approved by the Minister and under such conditions as he may prescribe.
85.22.10	Particle accelerators.
87.01.11	Road tractors, being prime movers for the load-bearing portions of articulated motor vehicles (semi-trailers), unassembled in accordance with the determinations of the Minister under section 121 of the Customs Act, 1966.
Ex 87.02.41 to Ex 87.02.43	Vans and other commercial transport vehicles of 2-wheel drive having a gross laden weight rating not exceeding 26,000 lb. unassembled in accordance with the determinations of the Minister under section 121 of the Customs Act, 1966.
87.04.21 87.04.22 87.06.01 87.06.02	Chassis for electrically propelled motor vehicles.
Ex 89.05.01	Life rafts, as may be approved by the Minister and under such conditions as he may prescribe.
90.05.09	Refracting telescopes (other than binoculars).
90.06.00	Astronomical instruments and mountings therefor.
90.10.01 90.10.02 Ex 90.10.09	Apparatus and equipment of a kind used in photographic or cinematographic laboratories (other than screens for projectors); photo-copying apparatus (contact type); spools or reels for film (other than cinematograph spools and cans for 8 mm. and 16 mm. film of sizes 200 to 2,000 ft.).
Ex 90.10.09	Electrostatic photocopying machines.
90.13.01	Transparency slide viewers.
90.13.09	Other optical appliances and instruments.
90.19.11 90.19.19	Deaf aids and parts thereof.
Ex 92.12.06	Magnetic tape designed or specially suited for use with data-processing equipment
98.14.00	Scent and similar sprays, of a kind used for toilet purposes, and mounts and heads therefor.
Ex 99.05.00	Collections and collectors' pieces of zoological, botanical, mineralogical, anatomical, historical, archaeological, palaeontological, ethnographic, or numismatic interest (other than natural-history specimens and ethnological or similar specimens).

GENERAL CLASSES OF GOODS

Articles and materials designed or specially suited for use for religious purposes only, viz.:

Alms dishes bearing an inscription or other marking to indicate that they are for religious use in churches.
Altar book-rests and missal stands.
Altar bread and wafer boxes.
Altar candlesticks and candelabra.
Altar cruets and altar flagons for wine and water.
Altar linen in sets, burses and veils, fair linen cloths and altar frontals embroidered with religious emblems.
Altar vases bearing an inscription or other marking to indicate that they are for religious use in churches.
Asperges bowls and sprinklers.
Bells, altar and church.
Braids and trimmings incorporating religious motifs.
Candle extinguishers.
Chalice spoons.
Chalices.
Ciboria.
Communion glasses and plates.
Cope clasps.
Crosses and crucifixes of any size and any material, including precious metals, not being articles for wear.
Crucifix corpus figures.
Cruet dishes or lavabo bowls.
Films, religious.
Font ewers.
Fonts (baptismal and holy water) of pedestal type.
Holy-water stoups and fonts of any size, including those for hanging on walls.
Religious slides and films.
Incense nails.
Lecterns.
Medals and medallions, religious, of any material, including precious metals.
Montrances.
Patens.
Processional crosses and crucifixes and torches.

(*Continued on next page*)

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NEW ZEALAND, *continued*

Purification dishes and finger bowls, for use at the altar.
Pyxes.
Religious banners.
Religious paintings, pictures, drawings, etc. unframed.
Religious tracts, handbills, and folders (Part II, concession reference 25.2).
Rosaries and chaplets of any material, including precious metals.
Sanctuary lamps, including glasses and stands.
Sanctum lamps, including stands.
Scapulars and scapular medals of any material, including precious metals.
Sick communion sets.
Stations of the cross in sets.
Statues and shrines of religious subjects.
Sunday school and day school lesson sheets and cards, etc. (Part II, concession reference 25.2).
Tabernacles.
Thuribles, including incense boats and spoons.
Thurible stands.
Viaticum sets.

Articles of tungsten, on declaration for use in the manufacture of lamp bulbs.

Base metal fittings and other articles of textile or rubber, when declared;

(a) by a manufacturer for use by him only in the manufacture and repair of saddlery.

(b) by an importer that they will be sold only to manufacturers for use in the manufacture and repair of saddlery.

Binders and wrappers of tobacco, for use in the manufacture of cigars and cheroots.
Bonded fibre fabrics, viz., bonded tailors' interlinings, on declaration for use only in the manufacture of garments.
Buckets of unhardened vulcanized rubber.
Cartridges, .22 calibre, rimfire, designed solely for use with humane killers.
Dehydrated or powdered molasses containing not more than 10 per cent of other additives.
Dried leguminous vegetables, shelled, whether or not skinned or split, viz., peas and beans for sowing, other than packed for retail sale.
Escutcheon pins.
Flint pebbles of a kind suited for use in grinding wheels.
Glass fibre rovings.
Infrared and ultraviolet lamp bulbs or tubes; sodium vapour and mercury vapour discharge lamp bulbs and tubes ; arc lamps.
Lampholders, specially designed for use on vehicles.
Mangold seeds.
Maté.
Matrices for the production of gramophone records; prepared record blanks; film for mechanical sound recording.
Mechanical lighters and similar lighters, including chemical and electrical lighters and parts thereof, excluding flints and wicks.
Nails, on declaration for use in the manufacture of brushware.
Necks and inserts for hot-water bottles.
Parts or accessories for use with cinematographic cameras, projectors, sound recorders, sound reproducers, and any combination of these.
Parts or accessories, excluding batteries, for use with photographic cameras.
Paspalum seeds.
Petroleum jelly (petrolatum) packed for other than retail sale.
Pneumatic rubber tyres, cycle racing, having the tube permanently enclosed in the outer casing.
Retort carbon.
Rice meal refuse.
Sealed and semi-sealed beam lamps and parts thereof.
Slate powder.
Spare and service parts of life rafts and life jackets.
Stainless steel wire, for surgical use.
Stoppers for hot-water bottles.
Stoppers of natural cork.
Subterranean-clover seeds.
Tampons, being sanitary pads designed for internal wear.
Tapes, wires, strip, and like articles, of a kind commonly used for sound or similar recordings, on declaration by a manufacturer that they will be used only in the manufacture of gramophone records.
Wood flour.
Yarns and thread of glass fibre.

Emergency Protection Authority

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Interchangeable tools (tariff item 82.05.09); bookbinders gathering and stitching machines (tariff item 84.32.00).

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
82.05.09	—	Free	20%	25%
84.32.00	Cwt.	Free	20%	25%

The Emergency Protection Authority is required to report to the Minister by February 24, 1969 on tariff item 84.32.00 and February 28, 1969 on tariff item 82.05.09.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877), quoting reference CRE 24548/G.

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items:

012-01.011	Bacon, not in airtight containers.
012-01.022	Ham, not in airtight containers.
012-01.049	Pork, dry, salted.
013-01.01	Sausages of all kinds, not in airtight containers.
013-01.02	Sausages, of all kinds, quick frozen, put up in retail sale packages.
013-02.011	Hams, in airtight containers.
013-02.029	Sausages, in airtight containers.
013-02.039	Meat and meat preparations containing less than 50 per cent of meat, in airtight containers.
013-02.041	Bacon, in airtight containers.
013-02.099	Meat and meat preparations, containing 50 per cent or more of meat, in airtight containers.
013-09	Meat extracts and preparations of meat, n.e.s.
051-01.011	Oranges (sweet), fresh.
051-01.022	Oranges (other than sweet), fresh.
051-06.033	Fin apples, fresh.
054-02.011	Red kidney beans and string beans, dry.
054-09.011	Garlic.
054-09.022	Onions.
054-09.044	Tomatoes.
054-09.066	Potatoes, sweet.
054-09.099	Carrots, red kidney beans, string beans, sweet pepper, cabbage, okras (ochroes), pigeon (Congo) beans (fresh).
075-02.059	Cinnamon.
075-02.099	Cloves.
221-01.01	Peanuts (groundnuts) unshelled.
221-01.02	Peanuts (groundnuts) shelled.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

JAMAICA

Import licensing arrangements

THE List of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the addition of the following new item:

"165. Mirrors."

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

UNITED STATES

International customs conventions

THE PRESIDENT of the United States recently signed Public Law 90-635 implementing five international customs conventions which, among other things, provide for quicker customs handling of containerized shipments and for the temporary duty-free entry of various items of professional equipment.

The provisions of the Act become effective on March 3, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Labelling and advertising of distilled spirits

THE UNITED STATES Department of the Treasury announced recently its final proposals for revision of the regulations concerning the labelling and advertising of distilled spirits (27 CFR Part 5). Persons wishing to comment on the new draft regulations are invited to do so at a public hearing in Washington DC on Tuesday, April 1, 1969. Submission of written comments and requests to present oral testimony must be made to the Director, Alcohol and Tobacco Tax Division, Internal Revenue Service, Washington DC 20224, not later than March 15, 1969.

Further details of the regulations may be obtained from the Commercial Relations and Exports Department (United States Section), Room 423, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), quoting the reference FR 23.1.69).

Fair Packaging and Labelling Act: corn products

THE *Board of Trade Journal* of July 26, 1968, gave information about a proposal of the United States Food and Drug Administration to amend the regulations with regard to cornmeal, cornflour and corn grits.

After consideration of all comments received on this proposal, the Food and Drug Administration has issued an amendment to Section 1.1c of the regulations, effective March 23, 1969, to exempt cornmeal, cornflour and corn grits from certain labeling requirements of the Act.

Any person who will be adversely affected by this amendment to the regulations may file written objections with the Department of Health, Education and Welfare before February 21, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

National Commission on Product Safety

THE UNITED STATES National Commission on Product Safety has announced that it will hold Public Hearings on February 18, 19, 20, 1969, in Room 1202, New Senate Office Buildings, Washington, D.C., to discuss the adequacy of Industry Self Regulation and Testing in assuring the safety of household products.

Interested persons are invited to attend and participate either by presenting oral testimony or by submitting written statements. Written statements and requests to present oral testimony, which should be accompanied by a statement of the substance of the proposed testimony, should reach the Commission at 1016 16th Street, N.W., Washington D.C. 20036, by February 10, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Motor vehicle safety standards

1. Consumer information

THE *Board of Trade Journal* of December 27, 1968, gave notice of the United States Federal Highway Administration's proposals for regulations requiring manufacturers of motor vehicles to provide information for purchasers related to the safety characteristics of motor vehicles.

After consideration of the comments received in relation to three of the proposals, the Federal Highway Administration has issued regulations concerned with vehicle stopping distance, tyre reserve load and acceleration and passing ability, which become effective on September 30, 1969.

2. Certification regulations

The *Board of Trade Journal* of November 1, 1968, gave notice of proposals of the United States Federal Highway Administration for certification regulations, which, among other things, would require the date of manufacture of a vehicle or item of motor vehicle equipment to be included on the certification label or tag.

After consideration of all the comments received on these proposals, the Federal Highway Administration has now published regulations which will apply to all motor vehicles and motor vehicle equipment manufactured after August 31, 1969.

3. Standard 206

The *Board of Trade Journal* of January 12, 1968, gave notice of a proposal of the United States Federal Highway Administration to amend Standard 206 relating to door locks and door retention components for passenger cars, multi-purpose passenger vehicles and trucks.

After consideration of all the comments received on this proposal, the Federal Highway Administration has now published amendments to the standard which become effective on January 1, 1970, for passenger cars and multi-purpose passenger vehicles, and January 1, 1972, for trucks.

4. Standard 112

The United States Federal Highway Administration has announced details of a further clarifying amendment to Standard 112 which relates to headlamp concealment devices for passenger cars, multi-purpose passenger vehicles, trucks, buses and motor-cycles, which became effective on January 25, 1969.

5. Standard 301

The United States Federal Highway Administration is considering amendments to Standard 301 which relates to fuel tanks, fuel tank filler pipes and fuel tank connections for passenger cars, the purpose of which is to minimize the possibility of fire in the event of a crash. October 1, 1969, and January 1, 1970, are the proposed effective dates for these amendments.

Interested persons have until March 11, 1969, to submit written comments, views and data on this proposal.

6. Child seating systems

The United States Federal Highway Administration has announced proposals for a new safety standard which would impose minimum requirements for child seating systems for use in passenger cars. The proposed effective date for this standard is January 1, 1970.

All interested persons have until February 21, 1969, to submit written comments, data and views on this proposal.

7. Advance rule-making

The United States Federal Highway Administration has given advance notice of proposed rule-making for two new safety standards as follows:

(a) Stability and control of coupled vehicles:
Trucks, truck-tractors, semi-trailers and trailers.

This proposed standard would establish performance requirements directed at improving the stability and control of coupled vehicles.

(b) Uphill performance:
Passenger cars, multi-purpose passenger vehicles, trucks, buses and motor-cycles.

This proposed standard would specify performance requirements relating to acceleration and speed maintenance capabilities on ascending grades.

Interested persons have until May 15, 1969, to submit written comments and data on these two proposals.

Full details of all the proposals referred to in the above notices, together with information about the procedure for filing comments, may be obtained from the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

BRAZIL

Changes in customs tariff rates

FURTHER TO the notice in the *Board of Trade Journal* dated January 31 (page 314), the following is a final list of items on which the customs duty has been increased by 100 percentage points as a result of Decree Law 398 of December 30.

Tariff No.	Description	Duty *ad valorem*
	CHAPTER 60	
60.01	Knitted and crocheted goods: Knitted or crocheted fabrics: 001. Of cotton	205%
	002. Of man-made fibres	205%
	003. Of wool	205%
	004. Of flax	205%
	005. Of silk	205%
	006. Other	205%
60.02	Gloves of knitted or crocheted fabrics, including mittens: 001. Of cotton	205%
	002. Of man-made fibres	205%
	003. Of wool	205%
	004. Of flax	205%
	005. Of silk	205%
	006. Other	205%
60.03	Stockings and socks of knitted or crocheted fabrics: 001. Of cotton	205%
	002. Of man-made fibres	205%
	003. Of wool	205%
	004. Of flax	205%
	005. Of silk	205%
	006. Other	205%
60.04	Made-up knitted or crocheted goods: 001. Of cotton	205%
	002. Of man-made fibres	205%
	003. Of wool	205%
	004. Of flax	205%
	005. Of silk	205%
	006. Other	205%
60.06	Knitted or crocheted goods, elastic or not, not elsewhere specified or included: 001. Of silk or man-made textile materials	205%
	002. Other	205%
	CHAPTER 61	
61.01	Articles of apparel and clothing accessories: Articles of apparel, not waterproof: 001. Of lace	205%
	002. Of cotton fabrics	205%
	003. Of fabrics of man-made fibres	205%
	004. Of fabrics containing interwoven metal threads or of fabrics of metal threads combined with textile fibres	205%
	005. Of woollen fabrics	205%
	006. Of linen fabrics	205%
	007. Of silken fabrics	205%
	008. Other	205%
61.02	Articles of apparel, waterproof: 001. Of cotton fabrics Waterproof apparel of cotton fabric, coated with aluminium and the like, for fire-fighting	205%
	002. Of fabrics of man-made fibres	205%
	003. Of woollen fabrics	205%
	004. Of linen fabrics	205%
	005. Of silken fabrics	205%
	006. Other	205%
61.03	Pocket handkerchiefs, in the piece or cut, with or without monograms: 001. Of lace	205%
	002. Of cotton fabrics	205%
	003. Of fabrics of man-made fibres	205%
	004. Of woollen fabrics	205%
	005. Of linen fabrics	205%
	006. Of silken fabrics	205%
	007. Other	205%
61.04	Shawls, mufflers, comforters, scarves, headkerchiefs, cloaks, mantillas, ponchos and veils: 001. Of lace	205%
	002. Of cotton fabrics	205%
	003. Of fabrics of man-made fibres	205%
	004. Of woollen fabrics	205%
	005. Of linen fabrics	205%
	006. Of silken fabrics	205%
	007. Other	205%
61.05	Neckties, in the piece or cut: 002. Of fabrics of man-made fibres	205%
	005. Of silken fabrics	205%
61.07	Corsets, corset-belts, girdles, brassieres, braces, garters, suspenders and similar articles of woven fabric or knitted or crocheted fabric, whether or not elastic: 001. Of lace	205%
	002. Of cotton	205%
	003. Of man-made fibres	205%
	004. Of wool	205%
	005. Of flax	205%
	006. Of silk	205%
	007. Other	205%
61.08	Gloves, mittens and mitts: 001. Of lace	205%
	002. Of cotton	205%
	003. Of man-made fibres	205%
	004. Of wool	205%
	005. Of flax	205%
	006. Of silk	205%
	007. Other	205%
61.09	Other clothing accessories, cut or not, not elsewhere specified or included: 001. Of lace	205%
	002. Of cotton fabrics	205%
	003. Of fabrics of man-made fibres	205%
	004. Of fabrics containing interwoven metal threads or of fabrics of metal threads combined with textile fibres	205%
	005. Of woollen fabrics	205%
	006. Of linen fabrics	205%
	007. Of silken fabrics	205%
	008. Other	205%
	CHAPTER 62	
62.01	Other made-up textile articles: Travelling rugs and blankets	205%
62.02	Bolster covers, bed-spreads, pillow-slips, bed-sheets, table linen, towels and other articles of household use for beds, kitchen, table, toilet and similar purposes, in the piece or cut: 001. Of cotton fabrics	205%
	002. Of fabrics of man-made fibres	205%
	003. Of woollen fabrics	205%
	004. Of linen fabrics	205%
	005. Of silken fabrics	205%
	006. Other	205%
62.03	Curtains, vitrages, hangings, blinds, door-curtains, pelmets and the like: 001. Of cotton fabrics	205%
	002. Of fabrics of man-made fibres	205%
	003. Of fabrics containing interwoven metal threads or of fabrics of metal threads combined with textile fibres	205%
	004. Of woollen fabrics	205%
	005. Of linen fabrics	205%
	006. Of silken fabrics	205%
	007. Other	205%
62.06	Covers for trunks, suitcases, machines, furniture, pianos and the like: 001. Of cotton fabrics	205%
	002. Of fabrics of man-made fibres	205%
	003. Of woollen fabrics	205%
	004. Of linen fabrics	205%
	005. Of silken fabrics	205%
	006. Other	205%
62.07	Other made-up textile articles, not elsewhere specified or included: 001. Of tulle or knotted net fabrics	205%
	002. Of lace	205%
	003. Of cotton fabrics	205%
	004. Of fabrics of man-made fibres	205%
	005. Of fabrics containing metal threads or matallised yarns	205%
	006. Of fabrics of paper yarn	205%
	007. Of jute fabrics	205%
	008. Of woollen fabrics	205%
	009. Of linen fabrics	205%
	010. Of ramie fabrics	205%
	011. Of silken fabrics	205%
	012. Other	205%
	CHAPTER 64	
64.01	Footwear and accessories therefor: High boots, ankle-boots and the like, of leather: 001. Of which the soles do not exceed 22 centimetres in length	170%
	002. Of which the soles exceed 22 centimetres in length	170%
64.02	Mules, sandals, slippers and the like: 001. Of leather	170%
	002. Of silk	170%
	003. Of plastics material	170%
	004. Other	170%
64.03	Leather shoes	170%
64.04	Footwear of textile materials: 001. Of silk	170%
	002. Of other fabrics	170%
	003. Of felt	170%
	004. Other	170%
64.06	Footwear not elsewhere specified or included: 004. Other	170%
	CHAPTER 66	
66.01	Umbrellas and sunshades and accessories therefor; walking sticks, whips, riding-crops and the like: Umbrellas and sunshades: 001. Covered with any material, with parts fittings or plating of precious metals	185%
	002. Covered with fabrics of silk or of man-made textile materials	170%
	003. Other	170%
66.02	Walking sticks, whips, riding-crops, and the like, including handles (with or without frames) for walking-sticks, umbrellas, sunshades, whips, riding-crops or others	170%
	CHAPTER 67	
67.01	Prepared ornamental feathers and articles thereof; artificial flowers, articles or human hair, fans and hand screens: Ornamental feathers prepared in any manner; skins and parts of skins with their feathers, prepared in any manner: 001. Separate feathers	185%
	002. Skins with their feathers, whole or in pieces, sewn or not	185%
67.02	Articles made of feathers: 001. Aigrettes	185%
	003. Other	185%
67.03	Flowers, foliage and fruits, artificial, whole, also parts thereof: 002. Of plastic materials	185%
	003. Of paper	185%
67.04	Prepared human hair (bleached, curled, laid parallel or otherwise prepared); wigs, made up articles of postiche, toupees and similar articles of human hair, animal hair or other materials: 001. Prepared human hair	185%
	002. Hair-nets of human hair	185%
	003. Wigs, made up articles of postiche, toupees and the like, of human hair, animal hair or other materials	185%
	004. Other articles of human hair	185%
67.05	Fans and screens: 001. Of whalebone, horn or bone	185%
	002. Of mother-of-pearl, ivory or tortoise-shell	185%
	003. Of plastic materials	185%
	004. Of paper	185%
	005. Of feathers	185%
	006. Of silk	185%
	007. Other	185%

Tariff No.	Description	Duty *ad valorem*
	CHAPTER 69	
	Ceramic products:	
69.10	Tableware and other articles of a kind commonly used for domestic or toilet purposes:	
	001. Of faience	170%
	002. Of porcelain	170%
	003. Of other ceramic materials	170%
69.11	Statuettes and other ornaments, of ceramic materials:	
	001. Of faience	170%
	002. Of porcelain	170%
	003. Of other ceramic materials	170%
69.12	Manufactures of ceramic materials, not elsewhere specified or included:	
	001. Of faience	170%
	002. Of porcelain	170%
	003. Of other ceramic materials	170%
	CHAPTER 70	
	Glass and glassware:	
70.07	Glass mirrors, framed or not, including rearview mirrors for vehicles	170%
70.08	Containers of all kinds and shapes, for packing purposes	170%
70.12	Glassware of a kind commonly used for table, kitchen, toilet or office purposes, for table and wall decoration or similar purposes, except that falling within heading No. 17.15	170%
70.15	Glassware with a low coefficient of expansion, refractory pyrex and others of a melted silica:	
	001. For domestic purposes	170%
70.20	Any work of glass not specified or included in another part:	
	002. Any other glass object	185%
	CHAPTER 71	
	Natural and cultured pearls, precious and semi-precious stones, precious metals, rolled precious metals: manufactures thereof; imitation jewellery:	
71.12	Jewellery and goldsmith's or silversmith's wares, of precious metals or rolled precious metals:	
	001. Of gold, with or without pearls or precious or semi-precious stones	170%
	002. Of silver, with or without pearls or precious or semi-precious stones	170%
	003. Of platinum, with or without pearls or precious or semi-precious stones	170%
71.13	Manufacturers of precious metals or rolled precious metals, not elsewhere specified or included:	
	001. Of gold, with or without pearls or precious or semi-precious stones	170%
	002 Of silver, with or without pearls or precious or semi-precious stones	170%
	003. Of platinum with, or without pearls or precious or semi-precious stones:	
	Crucibles and capsules of platinum	170%
71.14	Manufactures of natural or cultured pearls or of natural, synthetic or reconstructed precious or semi-precious stones, without precious metals or rolled precious metals:	
	001. Of pearls, including necklaces with or without clasps and sets of pearls for making up necklaces	170%
	002. Of precious or semi-precious stones, with or without clasps	170%
71.15	Imitation jewellery of any material, with or without clasps	185%
	CHAPTER 73	
	Iron and steel:	
73.35	Household articles	170%
73.36	Other articles not elsewhere specified or included	170%
	CHAPTER 74	
	Copper and alloys thereof:	
74.17	Household articles	170%
	CHAPTER 76	
	Aluminium and alloys thereof:	
76.19	Household articles	170%
	CHAPTER 82	
	Tools, implements, cutlery, spoons and forks of base metal; parts thereof:	
82.10	Hand-operated mechanical appliances for domestic purposes, of a weight not exceeding 10 kilograms:	
	001. Egg beaters	155%
	002. Husking appliances and grating appliances	155%
	003. Fruit presses, vegetable presses and the like	155%
	004. Coffee mills, meat mincers, spice mills and the like	155%
	005. Other	155%
82.12	Knives of base metal:	
	002. Other	170%
82.13	Penknives and the like	
	001. With one blade	170%
	002. With two or more blades	170%
	003. With one or two fittings	170%
	004. With more than two fittings	170%
82.19	Articles of cutlery, not elsewhere specified or included:	
	001. Letter openers, pencil sharpeners, paper knives, erasing knives and the like	155%
	003. Other	155%
82.21	Spoons, ladles, forks sugar tongs, cake slicers, fish eaters and similar tableware, of base metal	170%
	CHAPTER 83	
	Miscellaneous articles of base metal:	
83.14	Boxes, cases and etuis, lined or not, of base metal	170%
83.15	Wallets, cigar cases, cigarette cases, match cases, instrument cases and the like, of base metal	170%
83.17	Bases, easels, columns, pedestals, statue-stands, ash-tray holders, brush-holders, filter holders, vase stands, tripods and similar articles, of base metal	170%
83.18	Badges, medals and medallions, not falling within Chapter 71, of base metal	170%
83.19	Brandenburgs, chin straps, tassels, cords, shoulder straps, piping, sword-knots, fringes, galloons, check-straps, trimmings and other passementerie articles, of base metal not combined with textile fibres	170%
83.20	Busts, statues, figures and scenes, cups, trophies and other decorative articles, of base metal	170%

(*Continued on page* 407)

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LEICESTER	11 De Montford Street, Leicester.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, 3.	051-236 7917
LIVERPOOL AIRPORT	Room 13, Hangar 2, Liverpool Airport, Speke, 24.	051-427 7329
MANCHESTER	Rooms 261/265 Corn Exchange Building, Fennel Street, Manchester, 4.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Building No. 10, Manchester Airport, Wythenshawe, Manchester, 22.	061-437 5956
NEWCASTLE-UPON-TYNE	"D" Floor, Millburn House, Dean Street, Newcastle-upon-Tyne.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle Airport, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, Monmouth.	0633-58058
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Tariff No.	Description	Duty *ad valorem*
83.23	Candelabra, candlesticks, standard lamps, chandeliers, ceiling lamps, lampshades, reflectors and other similar articles for lighting premises and the like, of base metal	170%
83.37	Door-bells, table-bells, gongs, globular bells, animal bells and the like, with or without spring or base metal	170%
83.38	Frames, picture holders, photograph holders and the like, of base metal	170%
	CHAPTER 85	
85.12	Electrical machinery and equipment; parts thereof: Appliances for domestic use and the like:	
	001. Mixers, beaters and the like	205%
	002. Warmers, chafing-dishes, stoves, cookers, ovens, ranges and the like, electric	205%
	003. Vaccum cleaners	205%
	004. Floor-polishers	205%
	005. Smoothing-irons	205%
	006. Kitchen sink refuse grinders	205%
	007. Dish dryers	205%
	008. Toasters and waffle-irons	205%
	009. Fans, for flats and offices	205%
	010. Other	205%
85.19	Telecommunication appliances except those falling within heading No. 85.25:	
	001. Sound amplifiers	185%
	002. Portable, self-contained radio and television receivers	185%
	003. Radio and television receivers, for household and similar use, whether or not combined with record-players, gramophones and the like	185%
	004. Radio and television receivers, for vehicles	185%
	CHAPTER 92	
92.07	Musical instruments; sound recorders and reproducers: Electrolas, gramophones and victrolas; sound recorders and reproducers:	
	001. Gramophones	185%
	003. Spring-driven victrolas	185%
	004. Electric victrolas	185%
	005. Other	185%
	CHAPTER 94	
94.01	Furniture, including medico-surgical furniture and parts thereof Furniture:	
	001. Of iron or steel	170%
	002. Of wood	170%
	003. Of osier	170%
	004. Other	170%
	CHAPTER 96	
96.01	Brooms, brushes, feather dusters and the like; sieves and riddles: Brooms with or without handles; floor brushes and dish washing brushes of any material	170%
96.02	Brushes of any material:	
	001. Of rubber	170%
	002. Of felt, including polishing discs	170%
	004. Other	170%
	CHAPTER 97	
97.01	Toys, games and sports requisites: Children's vehicles (pedal motor cars, dolls' prams, mechanical horses, scooters, autoskiffs, bicycles and the like)	205%
97.02	Dolls of all materials and parts thereof of all kinds	205%
97.03	Other toys:	
	001. Arms constituting toys or incapable of causing harm	205%
	002. Toy bagatelles, billiards or snooker, of which the maximum dimension is less than 95 centimetres	205%
	003. Mechanical toys	205%
	Minimum C.I.F. value each:	
	(a) Battery or friction driven U.S. $1.20	
	(b) Automatic racing-track with, tracks and power transformer U.S. $12.50	
	(c) Separate tracks U.S. $4.45	
	004. Other	205%
97.04	Articles for parlour games:	
	001. Bagatelle, billiard and snooker tables and the like	205%
	002. Balls and cues for bagatelle, billards or snooker	205%
	003. Table-tennis balls	205%
	004. Fortune-telling cards, cut and uncut	205%
	005. Playing cards, cut or uncut, in packs of 53 cards	205%
	006. Dice cups	205%
	007. Dice	205%
	008. Chips, markers or counters	205%
	009. Table-tennis tables	205%
	010. Table-tennis rackets	205%
	011. Table-tennis nets, with or without uprights	205%
	012. Boards and pieces for draughts, backgammon, goose, mah-jong, chess and the like	205%
	013. Cue-rests, cue tips and other accessories for bagatelle, billiards and snooker	205%
	014. Other	205%
97.05	Carnival accessories, entertainment articles, lucky dips and novelty jokes, including Christmas tree decorations:	
	002. Special lamps and accessories for Christmas trees	205%
	006. Other	205%
	CHAPTER 98	
98.01	Miscellaneous manufactured articles: Buttons, press-buttons, cuff-links, collar and shirt studs and the like, including blanks:	
	004. Of base metal	170%
	005. Of plastic material	170%
	006. Of glass	170%
	007. Other	170%
98.02	Slide-fasteners of any material	170%
98.11	Electric, mechanical or chemical lighters and parts thereof, excluding wicks and flints	185%
98.12	Smoking pipes, cigar holders and cigarette holders:	
	001. Cigar holders and cigarette holders of amber, mother of pearl, ivory or tortoise-shell	185%
	002. Cigar holders and cigarette holders with fittings of precious metal	185%
	003. Smoking pipes of meerschaum	185%
	004. Smoking pipes of wood or root	185%
	005. Smoking pipes with fittings of mother of pearl, ivory, precious metal or tortoise-shell	185%
	006. Other	185%
98.13	Pins, combs, hair-slides and the like:	
	001. Of amber, mother of pearl or ivory	185%
	002. Of plastic materials or ebonite	185%
	003. Of tortoise-shell	185%
	004. Other	185%
98.15	Atomizers and vaporizers for toilet purposes	185%

ndex to Statistics ublished regularly in the Board of Trade Journal

= annually; M = monthly; Q = quarterly; 6-M = every months.

Title	*Last published*
ir transport:	
Aircraft noise at Heathrow airport (Q)	31 Jan. 1969
Trade by air (6-M)	4 Oct. 1968
alance of payments (Q)	20 Dec. 1968
ankruptcy orders (Q)	31 Jan. 1969
usiness names registered (A)	This week
apital expenditure:	
By industry (Q)	17 Jan. 1969
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development	This week
Industry's investment intentions (3 times a year)	24 Jan. 1968
Wholesale trades (A)	16 Aug. 1968
atering trades turnover (M)	17 Jan. 1969
hemical industries production (6-M)	17 Jan. 1969
ompanies:	
Acquisitions and mergers (Q)	24 Jan. 1969
Income and finance (Q)	15 Nov. 1968
New companies registered:	
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N. Ireland (M)	24 Jan. 1969
omputers:	
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onstruction work overseas (A)	11 Oct. 1968
redit:	
Instalment and credit business (M)	10 Jan. 1969
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lectronic industry:	
Electronic capital component deliveries, research and development (Q)	This week
ngineering and electrical goods:	
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Registration of films (A)	24 Jan. 1969
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EFTA trade (Q)	14 June 1968
Trends in export of manufactures (A)	6 Sept. 1968
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Foreign trade of the UK:	
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Value of overseas trade (M)	24 Jan. 1969
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Assets (A)	16 Aug. 1968
Transactions (Q)	10 Jan. 1969
Investment and earnings overseas (A)	19 July 1968
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Machine tools, deliveries and orders (M)	17 Jan. 1969
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Analysis of production (A)	5 April 1968
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Deliveries (Q)	8 Nov. 1968
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Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	17 Jan. 1969
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Partnerships registered (A)	9 Feb. 1968
Pension funds:	
Assets (A)	12 July 1968
Transactions (Q)	6 Dec. 1968
Retail prices index (M)	24 Jan. 1969
Retail trades:	
Index nos. (M)	This week
N. Ireland index (M)	24 Jan. 1969
Royalty transactions (A)	23 Aug. 1968
Shipping:	
Movement at UK ports (M)	31 Jan. 1969
Nationaltiy of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors (Q)	17 Jan. 1969
Retail (M)	This week
Wholesale trades (A)	16 Aug. 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textiles orders and deliveries (M)	24 Jan. 1969
Cotton production (M)	24 Jan. 1969
Wholesale houses sales (M)	17 Jan. 1969
Wool exports (Q)	22 Nov. 1968
Wool output (M)	24 Jan. 1969
Tourism:	
International tourism (A)	3 Jan. 1969
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1968
Index nos. (M)	17 Jan. 1969

Board of Trade Departments

Subject	*Last published*
Board of Trade addresses	13 Dec. 1968
Board of Trade regional organization	17 Jan. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	20 Dec. 1968
Customs notices of interest to exporters	This week
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	10 Jan. 1969
Half-yearly index – Jan.-June	2 Aug. 1968
Official Receivers' offices	21 June 1968
Programme of trade promotions	1 Nov. 1968

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BRAZIL, *continued*

Imports of materials for railway transport, ports and mining

IT HAS BEEN reported by HM Embassy at Rio de Janeiro that according to Decree No. 62.877, exemption from import duty is granted for a period of one year in the case of materials (equipment, machinery or instruments, spares and accessories, etc. with no registered national similar) which are intended for expansion and re-equipment projects of the Companhia Vale do Rio Doce on railway transport, ports and mining. The law became effective on November 22, 1968.

Imports of coal, anthracite, etc.

RESOLUTION No. 587 of the Brazil Customs Policy Council dated November 22, 1968, extends for a further year the exemption from import duty on anthracite, coal, lignite, etc. (Tariff headings 27-01 to 27-04).

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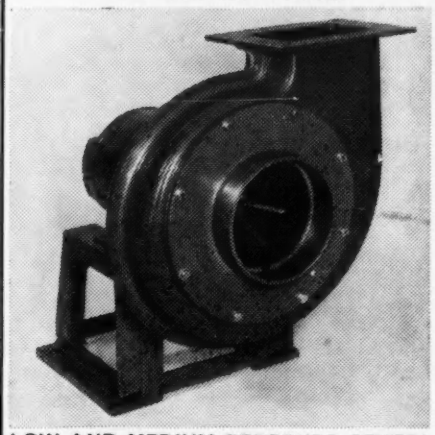

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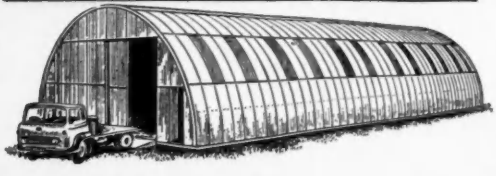

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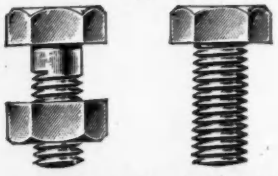

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The Port of Baltimore—because of its geographic location from 50 to as much as 200 miles closer to the Mid-Continental United States than other North Atlantic ports—enables container shippers and receivers to save money and time by using railroad piggyback service in the transportation of export and import freight.

Consider these examples of plan II. 1/2 piggyback charges for shipments between railroad yard at origin and railroad yard at destination for the movement of two-trailer shipments totalling 73,500 pounds.

Although these illustrations are limited as to city locations and types of service, the Maryland Port Authority will welcome the opportunity to assist you in working out a program tailored to your needs. For information contact one of the offices listed below.

BETWEEN		CHARGES (2 trailers, 73,500 lbs.)	SAVING
Baltimore New York Norfolk	Chicago	$538.00 $603.00 $611.00	Save up to $73 via Baltimore
Baltimore New York Norfolk	Cincinnati	$421.00 $503.00 $452.00	Save up to $82 via Baltimore
Baltimore New York Norfolk	Cleveland	$373.00 $421.00 $450.00	Save up to $77 via Baltimore
Baltimore New York Norfolk	Detroit	$430.00 $447.00 $547.00	Save up to $117 via Baltimore
Baltimore New York Norfolk	Pittsburgh	$274.00 $338.00 $409.51	Save up to $135 via Baltimore
Baltimore New York Norfolk	St. Louis	$595.00 $687.00 $643.00	Save up to $92 via Baltimore

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PORT OF BALTIMORE

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